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ESTABLISHED 1887

Thatcher Reorganizes Cabinet In Bid to Cut Unemployment

By Harvey Morris

Reuters

LONDON — Prime Minister Margaret Thatcher reorganized her 22-member cabinet on Monday in an apparent effort to reduce Britain's record unemployment and strengthen her Conservative Party's position for the next general election.

The changes included the portfolios of employment, home affairs and trade and industry and brought a new man to the Northern Ireland Office at a time of crucial negotiations with the Irish Republic.

As part of a strategy to bolster the declining popularity of the Conservatives, Mrs. Thatcher transferred Trade and Industry Secretary Norman Tebbit to the party chairmanship, a key public relations post.

Mr. Tebbit was injured in an Irish guerrilla bomb attack during the Conservative Party meeting last year. The attack left his wife paralyzed.

The Conservative Party chairman, John Gummer, was moved to a relatively junior job at the Agriculture Ministry.

Mr. Tebbit was replaced by Lord Brittan, the home secretary, as part of a restructuring that government sources said was designed to reduce the number of unemployed in the remaining years of Mrs. Thatcher's second term, which ends in 1988.

Unemployment in Britain stands at a record 13.4 percent, representing 3.25 million unemployed.



Margaret Thatcher

Lord Young, a former businessman who was brought into the government a year ago with special responsibility for job creation, was promoted to employment minister with additional powers for promoting private enterprise.

Mr. Brittan's place at the Home Office was taken by Douglas Hurd, a former diplomat who laid the groundwork for a new peace initiative as Northern Ireland secretary.

Tom King, the former employment secretary, will replace Mr. Hurd.

Lord Young, whose promotion appeared to be the key move in the reorganization, was also given the task of heading a program of urban renewal in Britain's decaying inner city areas as well as responsibility for promoting small business.

Three ministers were dropped from the cabinet: the chief treasury secretary, Peter Rees; the environ-

ment minister, Patrick Jenkin, and Lord Gowrie, the arts minister. Succeeding Mr. Jenkin is Kenneth Baker. Mr. Rees was replaced by John MacGregor. Lord Gowrie also was the chancellor of the duchy of Lancaster, a cabinet post. Mr. Tebbit will assume that title; Lord Gowrie's responsibilities for the arts will be taken over by Richard Luce.

Mrs. Thatcher's appointments did not include Cecil Parkinson, who resigned as trade minister in 1983 after his former secretary revealed that she was pregnant with his child.

Sports Minister Neil Macfarlane said earlier that he was resigning. His replacement has not been named.

Mirror Strike Is Settled

Printers at the Mirror Group newspapers voted Monday to accept a proposed settlement in a dispute that has kept Britain's second largest daily, the Mirror off the street for more than a week. The Associated Press reported.

The dispute between Mr. Maxwell and the National Graphical Association arose last month when he announced plans to shift publication of The Sporting Life, Britain's leading horse-racing daily, from Fleet Street to a suburban plant.

Management said that under the agreement, the Sporting Life would not resume production at Mirror Group headquarters in London, and 300 people would be shifted within the Mirror Group.



Some South African mine workers prepared Monday to go down the shaft and start the day's shift despite a strike call at several mines by the National Union of Mineworkers.



A trader at the Johannesburg Stock Exchange confers with a client by telephone Monday as the exchange reopened after a three-day suspension ordered by the government.

S. Africa Miners Fail to Rally to Call for Strike

Reuters

DEELKRAAL, South Africa — A strike called by black South African mine workers failed to attract large-scale support Monday and their leaders accused mining companies of intimidating workers.

In mixed-race areas around Cape Town, meanwhile, police using shotguns killed one person and wounded several others as new riots erupted. At least 30 persons were killed around Cape Town last week.

The police charged demonstrators at a school in the Malay district of central Cape Town and a car was set on fire in the same area, witnesses said. Elsewhere youths set up barricades, threw stones at cars and clashed with police who fired tear gas.

Cyril Ramaphosa, general secretary of the National Union of Mineworkers, said that of its 60,000 members called out at seven mines only about 10 percent had gone on strike.

But he said 17,000 other miners refused to work at three gold mines and three coal mines in sympathy with the union's wage dispute with mine owners.

"We underestimated management preparedness on the mines where we were supposed to go out," said Mr. Ramaphosa. "The intensity of intimidation was a lot higher than we expected."

Mr. Ramaphosa was shuttling between mines aboard a helicopter to assess response after the union's telephone failed just as the strike was due to start Sunday night.

He said that it was "a very strange coincidence that when we need the telephone most they are not working. The strike center is cut off from the workers who are not able to get news to us or instructions from us."

Gold Fields of South Africa, which owns the Deelkraal mine south of Johannesburg, where a strike was not called, said produc-

tion there had ceased after less than a third of the 4,500 men on a shift had turned up.

At least 13 mine workers have been injured, some in clashes with security personnel using rubber bullets and tear gas, mine officials said. Seven were hurt at the Beatrix mine in Orange Free State province and six at Klooof, west of Johannesburg.

Twenty-three miners were arrested at Klooof for alleged intimidation. At least one armored car was seen from the air at Deelkraal on Monday.

Continued rioting in black townships across the country claimed two more lives overnight, the police said.

A black policeman shot to death a man in a crowd that attacked his home at KwaZakhe township near Port Elizabeth in Cape province. In Sekake, south of Johannesburg, a black policeman was found stabbed to death, they added.

As the racial violence continued, a European fact-finding mission returned Monday from South Africa apparently convinced that European Community sanctions would not help end apartheid.

The mission, including the Luxembourg, Italian and Dutch foreign ministers and a European Commission representative, is due to report next week to community foreign ministers in Luxembourg who will have the final say.

A diplomat close to the mission said: "They will not recommend sanctions although it's up to the 10 to decide."

The Luxembourg foreign minister and mission head, Jacques Poos, said any sanctions that the community could impose would be of "second rate importance" compared with the pressures already faced by the South African government at home and abroad.

The European Community, (Continued on Page 2, Col. 4)

'Reagan 'Rarin' to Go' In Tax Revision Battle

The Associated Press

INDEPENDENCE, Missouri — President Ronald Reagan, saying he is "rarin' to go" after convalescence from cancer surgery, returned Monday to his campaign for tax revision, urging Americans to "take our current tax system out and string it up."

In a speech at a stop here in Harry S. Truman's hometown, on his way back to Washington from a three-week California vacation, Mr. Reagan declared that his tax plan is opposed by "the people who have a vested interest in the status quo."

He defined "status quo" as "a Latin name for the mess our tax structure is in," adding: "Those vested interests just hate it when we talk about reform, and they loved it when they thought I was laid up and out of action."

"Well," Mr. Reagan said, "I'm back, and rarin' to go, up for the battle that has only just begun."

Recalling Truman's days as a county judge in Independence, Mr. Reagan related a story that Truman once told about a blacksmith serving on a Missouri jury.

When the judge asked the juror if he was prejudiced against the defendant, the juror replied, "Oh, no, judge, I think we ought to give the bum a fair trial first and then string him up."

"Let me tell you why we ought to take our current tax system out and string it up," Mr. Reagan said.

The present system, he declared, penalizes families, hinders economic growth and is not progressive, despite the contentions of some opponents of his proposed overhaul.

"Recently the Treasury Department completed a study on the taxes paid by those in the top brackets," the president said. "It was not a pretty sight. True, nearly half paid the heavy tax, but a sizable number took advantage of the so-called loopholes and tax shelters."

"In the year 1983 there were 260,000 persons who had incomes from all sources of a quarter of a million dollars a year or more. At most 30,000 of them paid virtually nothing at all."

But Mr. Reagan said that "in a democracy like ours, it's hard for us to get worked up and united over something unless it's truly dramatic like a sensational murder."

"Well, our tax code is not a sensational murder — it's more like a daily mugging and we've learned to live with it," he said.

"It's true I've been in public office for more than a dozen years now with roughly three years and four months to go — the Lord willing."

"Since the Constitution limits a president to only two terms, there are no more elections for me, and, therefore, no need for political considerations in any decision I'm called on to make."

"Like you I'll be living with everything we do in these next few years here in Washington," he added. "That's why I want tax reform for all of us."

The speech was the first Mr. Reagan had scheduled at a gathering open to the general public since having a section of his colon removed in a cancer operation July 13. He spoke at a \$1,000-a-plate Republican fund-raising dinner in Los Angeles on Aug. 22 and also made a few brief remarks at a press party in Santa Barbara.

The president has struck observers as brisk and vigorous, although not as tenacious as usual for this time of year. He had a patch of skin cancer removed from his nose recently, and his doctors advised him to cut down exposure to the sun. He says he feels fine.

Mr. Reagan plans a speech on behalf of his tax plan in Raleigh, North Carolina, on Thursday, and aides say he will make about one speech a week on the subject in September and October, attempting to counter congressional resistance to the plan.

He gave a preview of his approach in his radio address on Saturday, saying, "Let's go forward by cutting income tax rates again and building opportunity." Mr. Reagan's tax plan would reduce taxes for some and raise them for others.

The Treasury Department is sending Congress a set of revisions to the tax plan, to make up what the Joint Committee on Taxation says would be a \$25-billion loss in revenue. Treasury officials are to meet with members of the Ways and Means Committee of the House of Representatives on Saturday and Sunday to discuss the changes.

3 Ex-Aides Say Summit Imperils U.S.

By David S. Broder

Washington Post Staff Writer

NEW ORLEANS — Three men who have occupied leading U.S. governmental positions in defense and national security under both Republicans and Democrats during the past 25 years say the Geneva summit and arms control talks present a serious danger and a limited opportunity for the United States.

Robert S. McNamara and James R. Schlesinger were secretaries of defense. Brent Scowcroft was a national security adviser. They all were cautious in assessing prospects for arms control and the outcome of the meeting in November between President Ronald Reagan and the Soviet leader, Mikhail S. Gorbachev.

Making a joint appearance Saturday at the American Political Science Association, all said the fate of the summit lies largely in the president's use of his Strategic Defense Initiative as a bargaining point. None expressed optimism.

Mr. Scowcroft, an adviser in the Nixon and Ford administrations and former head of a bipartisan commission for Mr. Reagan on the MX missile, said the president's emphasis on a space-based missile defense system also makes members of the Atlantic alliance "extremely apprehensive."

Some allies fear that the Strategic Defense Initiative's cost will divert funds and attention from the conventional defense of Western Europe, he said, while others think it will make obsolete the independent nuclear forces of Britain and France.

"The Europeans have always feared either U.S. co-optation or abandonment," Mr. Scowcroft said, "and SDI has a unique capacity to ignite both fears."

He called the U.S. conservatives' reliance on space-based defense as simplistic in its own way as the advocacy by liberals of a nuclear freeze.

Mr. Schlesinger, who headed the Defense Department and the Central Intelligence Agency for periods in the Nixon and Ford administrations, said:

(Continued on Page 2, Col. 5)

South Africa Central Bank Head Cuts Short U.S. Visit

By Bob Haggerty

International Herald Tribune

LONDON — The governor of South Africa's central bank cut short a visit to the United States on Monday, apparently abandoning an attempt to enlist U.S. government and banking support for his country's financial crisis.

A spokesman for the South African Embassy in Washington said that Gerhard de Kock, the head of the country's Reserve Bank, was "leaving shortly" and had called off a press conference scheduled for Tuesday. The spokesman gave

no reason for the departure, and it was unclear where Mr. de Kock was headed.

In Johannesburg, meanwhile, the South African rand rose steeply against the dollar as trading opened for the first time since Tuesday, when the government closed financial markets in an attempt to stop the currency's plunge.

Bankers and financial analysts in London said that South Africa's declaration Sunday of a four-month moratorium on repaying principal on most foreign debts was

a major blow to the country, but that the action probably was inevitable.

The question now, they said, is whether the government will make enough political reforms to regain the confidence of international bankers and investors.

"A lot hangs on what happens now politically in South Africa," said Richard O'Brien, chief economist at American Express International Banking Corp. in London.

The decision by Mr. de Kock to leave the United States came as a surprise. It had been reported that

he was to meet with the chairman of the U.S. Federal Reserve Board, Paul A. Volcker.

U.S. bankers and officials had shown little enthusiasm for meeting with him or helping South Africa overcome its financial squeeze. "We want to stay out of this as much as we can," a Reagan administration official said Sunday.

Last week, Mr. de Kock met in London with Robin Leigh-Pemberton, governor of the Bank of England, Britain's central bank. But Britain also appeared reluctant to provide financial support.

The rand's sharp gain Monday had been expected in light of promises of heavy intervention in the market by the South African authorities. The government reintroduced Monday a two-tier currency system that had been abolished in 1983. The system is designed to discourage foreign investors from pulling their funds out.

The commercial rand, now used for most external transactions, closed in Johannesburg at about 45.75 U.S. cents, up from the low of about 35 cents reached early last week.

(Continued on Page 2, Col. 2)

Mexicans Seek Talks On Debt

By Richard J. Meislin

New York Times Staff Writer

MEXICO CITY — Mexico has announced that it will demand new negotiations with its foreign creditors in an effort to improve the terms of payment on its \$36-billion foreign debt.

President Miguel de la Madrid, in his annual state of the nation address Sunday, rejected "confrontation or repudiation of contracted obligations" as a solution to the country's foreign-debt problem.

But he added, "We will insist on the path of dialogue and negotiation and on the search for new formulas that satisfy, fairly and pragmatically, the real interests of the parties of the international economic system, making it clear that to pay it is necessary to grow."

Mexico, the second-largest debtor in Latin America after Brazil, has gained high praise and credibility among foreign bankers for its performance in trying to resolve its debt problems, and is considered a leader among Latin American countries in debt-crisis negotiations. Nevertheless, the falling price of oil has caused worries that Mexico will be unable to meet loan payments.

A decision by the Mexican government that the terms imposed by the international financial community are no longer workable would be likely to complicate negotiations throughout Latin America, which as a whole owes about \$370 billion to foreign banks.

A local representative for one major U.S. bank said he believed that Mexico's announcement was an effort to "scare the bankers into living up to their side of the compromise" by providing Mexico with fresh funds in response to the country's attempts to alleviate its debt problems.

"What they're saying is, 'Loosen



Miguel de la Madrid

up the purse strings now or face the consequences," he said, adding that Mexico probably had been trained from acting sooner to avoid jeopardizing the renegotiation of its principal payments, which was completed last week.

Mexican officials signed the second of two parts of a \$48.7-billion rescheduling agreement with more than 600 creditor banks on Thursday. Under the package, Mexico will pay interest at 7 1/2 percent over the London interbank offered rate for the period 1985-86, rising to 1 1/4 percent for 1987-91 and to 1 1/4 percent for 1992-98.

The banker also said that Mexico's move to seek new negotiations could mark an important change in the dynamic of the Latin American debt problem, since up to now those countries that had created problems for foreign banks were "the relatively nonimportant ones" with lower levels of debt.

While leaving to a line of austerity for three years has made Mexico popular with foreign banks, it has had a sharply negative effect on the government's popularity at home, according to political analysts.

The government's concerns have increased with the recent drop in the price of oil, Mexico's main export, which threatens to leave the

(Continued on Page 2, Col. 7)

The Malling of Main Street, USA

By T.R. Reid

Washington Post Staff Writer

JEFFERSON COUNTY, Colorado — The electronic dawn came precisely at 9 A.M., bathing the Orange Julius stand in a cool fluorescent glow and glistering off the designer frames in the counters at Royal Optical.

Along three miles (4.8 kilometers) of hallway, 195 store managers began raising their Roll-O-Matic auto-shutters, and a platoon of cookie, corn dog and Karmelcorn purveyors lit their ovens.

To the swelling strains of "Oh, What a Beautiful Morning" on the Muzak, a new day was breaking at Southwest Plaza, an enormous pentagonal shopping mall that floats above a vast sea of suburban homes in central Colorado like the battleship New Jersey at a convention of canoes.

Before the end of the shopping day 13 hours later, about 30,000 people would pass through the Plaza, staying an average of 2.3 hours apiece. They would fill all 6,928 spaces in the sprawling asphalt parking lot, drop 150 pounds (68 kilograms) of pennies into the fountains around the mall's central "performance center," eat 1,000 Super Pretzels and purchase a half-million dollars' worth of goods and services ranging from diamonds to doorknobs, dental checkups to divorce settlements.

It was just another day at the shopping mall, the place where much of America spends — literally and figuratively — its summer.

It is established sociological lore by now that giant shopping centers such as Southwest Plaza, a concrete hulk built in a style that might be called early airplane banger, have become the social centers of American life, the new Town Halls and Main Streets.

But to the retailing and service industries the shopping center is, first of all, an amazing money machine, the most powerful marketing mechanism ever devised.

The secret of the American shopping center is a phenomenon deliberately designed into every mall. It has been called the "Green transfer" in honor of retailing visionary Victor Gruen, who conceived the notion 30 years ago, and it was visible recently at Southwest Plaza minutes after the center opened for the day.

A young woman wearing pink pedal pushers and tugging two small children marched rapidly down the corridor, resolutely ignoring the petting zoo, the Dairy Cream, the Radio Shack and the House of Suede as she headed for Kinney's Shoes.

In marketing parlance, she was a "destination shopper," a consumer who had come to the mall with a specific purchase in mind.

But the woman could not find



Shopping mall life seen by Charles Schultz, the cartoonist.

"We put one shoe store here and another way over there. We want you to pass 35 more stores between the two. Hopefully, you'll drop 30 or 40 more bucks along the way."

— A shopping mall manager

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In marketing parlance, she was a "destination shopper," a consumer who had come to the mall with a specific purchase in mind.

But the woman could not find

all the shoes she needed at Kinney's. So she set off toward one of the mall's other shoe stores, a trip that took her past dozens of other merchants.

Suddenly, she veered into Hickory Farms; from there, she moved down the corridor to Waldenbooks. By the time she arrived at the next shoe store, her arms were full of purchases and each child was lapping at an ice cream cone.

Just as Mr. Gruen intended, the woman had been transformed from a destination shopper to an impulse shopper, which is the metamorphosis mall designers dream about.

"See, we put one shoe store here and another way over there," explained Marcella Cain, Southwest Plaza's exuberant operations manager. "We want you to pass 35 more stores between the two. Hopefully, you'll drop

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■ Israel said its navy would intercept ships anywhere in the Mediterranean to head off guerrilla attacks. Page 2.

■ Indonesia's west Timor, is the poorest end of one of the world's poorest islands. Page 6.

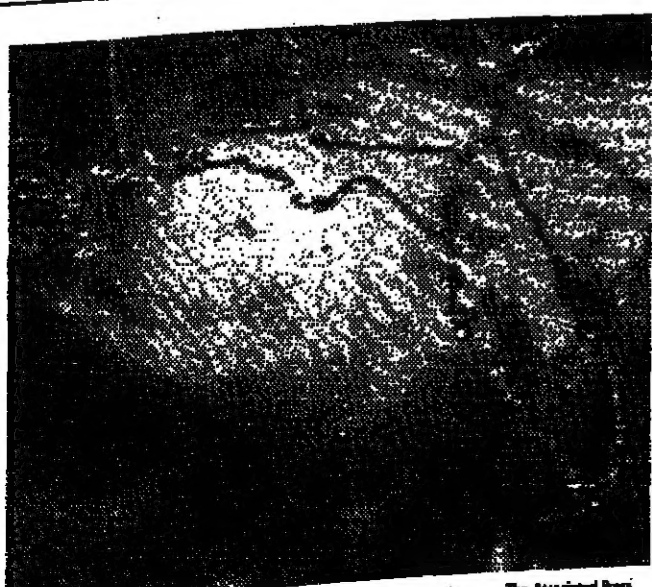
BUSINESS/FINANCE

■ Nigeria's new leader said his government wanted to attract foreign investment. Page 15.

■ China published full balance of payments figures for the first time since 1949. Page 15.

ARTS/LEISURE

■ A swimsuit designer was applauded by her father the prince, her sister the princess and Tour Monte Carlo. Page 13.



Hurricane Elena swept into Mississippi on Monday, crushing buildings and causing other damage. Page 2.

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Proposals on U.S. Voting Act Hinder Challenges to Local Laws

By Robert Pear
New York Times Service

WASHINGTON — The Reagan administration has developed new rules for enforcing the Voting Rights Act that would make it more difficult for black and Hispanic people and other minority groups to challenge state and local election laws as discriminatory.

The rules define the standards that the Justice Department uses in deciding whether to approve changes in local election laws and procedures.

Under the law, certain states and

counties with a history of discrimination must obtain approval from the department or the U.S. District Court for the District of Columbia before they put into effect any change in local election laws.

The proposed new rules say that in certain cases, the person or group opposing a change in local election law will bear the burden of proving that it results in discrimination. Under current rules, local officials must prove that voting laws are not discriminatory.

In addition, the new rules would permit changes that make minority

groups worse off if the Justice Department concludes that such "retrogression" is unavoidable.

Attorney General Edwin Meese 3d said the new rules, which are set to go into effect at the end of the year, were needed to make the department's procedures conform with court decisions and changes in the Voting Rights Act made by Congress in 1982.

However, the proposals have been vigorously criticized by the League of Women Voters, the Mexican American Legal Defense and Educational Fund, the Lawyers

Committee for Civil Rights Under Law and others who say the new rules would weaken enforcement of voting rights.

Frank R. Parker, an attorney at the Joint Center for Political Studies, a research institute that specializes in issues affecting blacks, said that shifting the burden of proof in voting rights cases would be an "extraordinary departure" from longstanding practice. For 20 years, he noted, local officials have borne the burden of proving that a proposed change was not discriminatory.

The new rules, he said, would place "the burden of proof on the victims of discrimination, rather than on the perpetrators."

Justice Department officials said the revised rules would be published in the Federal Register, probably in November, and would take effect 30 days later.

The new rules are not directly related to the voting rights case in which Senator Robert J. Dole, a Kansas Republican, and nine other members of Congress filed a brief Friday opposing the Reagan administration. That case, now before

the Supreme Court, involves reapportionment of the North Carolina Legislature. Blacks filed suit to block the state plan, which was approved by the Justice Department in 1982.

The new rules would narrow the way the law is enforced as it applies to special elections to fill vacant offices and to redistricting plans prepared by local officials in response to court orders.

The rules say that changes ordered by a federal court are not subject to the requirement that they be cleared in advance in Washington. In a typical such case involving redistricting, the court either directs local officials to adopt a new redistricting plan or chooses a plan from among several submitted by participants in the litigation.

The Supreme Court has held that "the preclearance requirement of the Voting Rights Act is applicable" in such cases when the redistricting plan was prepared by local officials and reflects their "policy choices."

A spokesman of the Mexican American Legal Defense Fund said the proposed new rules would create a "dangerous loophole" permitting local governments to circumvent the requirement for advance clearance of redistricting plans.

Under the Voting Rights Act, local officials seeking approval of a new election law must show that it "does not have the purpose and will not have the effect" of discriminating against members of a minority group. The new rules say the attorney general may approve changes that have an adverse effect on members of a minority group if the "retrogression" is "unavoidable."



Edwin Meese 3d

Landing Set For Shuttle As Satellite Fires Its Jets

The Associated Press

CAPE CANAVERAL, Florida — Mission Control in Houston told the astronauts aboard the U.S. space shuttle Discovery on Monday that the \$85-million U.S. Navy communications satellite they repaired in space had fired its steering jets on a command from the ground and appeared to be working.

Earlier Monday a ground station checked on the satellite and found its batteries and other systems in working order.

The Discovery is scheduled to land Tuesday morning at Edwards Air Force Base in California.

The satellite's first real test is a rocket firing set for Oct. 29, following weeks of testing. If successful, the craft will be propelled to a stationary orbit above the Earth.

Hughes Communications Inc. paid the U.S. government \$8.5 million for the salvage effort on the Syncom-3 satellite.

If Syncom-3 works following the October firing sequence, insurance companies, which paid Hughes \$84.7 million for the April loss of the satellite, will share revenues that Hughes receives from operating it.

Syncom-3 is one of a series of satellites that Hughes leases to the navy for global military communications.

Critics Say U.S. Is Easing Enforcement of Affirmative Action

By Kenneth B. Noble
New York Times Service

WASHINGTON — While the Reagan administration is moving toward relaxed requirements on affirmative action for federal contractors, the Labor Department has quietly made deep cutbacks in its enforcement efforts, according to civil rights groups, economists and even some officials of the department.

Since 1968, under affirmative action, thousands of government contractors have been required by executive order to hire and promote blacks, women and Hispanic people in rough proportion to the number of available, qualified candidates in a given labor market.

Recently, the department debarred a company from bidding on government contracts, the ultimate

penalty for violating the federal guidelines on affirmative action.

Critics point out that the Carter administration used that power 13 times in four years.

Also, the number of administrative complaints filed against companies by the department, which supervises the program involving federal contractors, has declined from 53 in the fiscal year 1980, to 18 in the first six months of fiscal 1985, according to statistics compiled by Women Employed, an organization of working women based in Chicago. Department officials did not dispute the group's figures.

And the amount of back pay awarded workers in affirmative action cases has fallen substantially, from \$9.3 million in 1980, to about \$2 million in the first six months of this fiscal year. The number of people receiving back-pay settlements

has also declined from 4,336 in fiscal 1980, to 211 in the first six months of this fiscal year, according to statistics from the Labor Department and Women Employed.

"There's been very weak enforcement in the administration in terms of any sanctions being applied," said Nancy B. Kreiter, research director of Women Employed.

She said under the Carter administration, 13 companies were barred from doing business with the government.

"It's possible," she continued, "but it just doesn't seem likely that all of a sudden there are a lot fewer firms creating problems, unless they have different requirements."

The message being sent to the contracting community is that there's no longer anything to fear," she said.

Susan R. Meisinger, deputy un-

der secretary for employment standards and head of the compliance office, said reports that political appointees in the department had sought to impede the agency's enforcement efforts were "absolutely false." She said officials "are told that if they can make the case, we will go to the wall with it."

The White House staff has drafted an order awaiting President Ronald Reagan's signature that would forbid the Labor Department from using statistical evidence to measure contractors' compliance with general prohibitions against discrimination, which the department has for years used to help assess whether contractors were discriminating.

Critics have characterized the affirmative action requirements as misguided and have said that they harm the intended beneficiaries, create needless paperwork and of-

ten penalize well-intentioned businesses.

Labor Department officials say the number of companies reviewed by the compliance office each year has more than doubled since the Carter administration, from 2,410 in fiscal 1979, to 5,025 in the fiscal year 1985.

Sharon Spigelmyer, director of human resources and equal opportunity for the National Association of Manufacturers, a trade association representing 13,600 companies, said the increase in compliance reviews had had a substantial positive effect on businesses.

"They take those reviews seriously, and it keeps them on their toes," she said.

However, there is no universally accepted measure of whether the existing rules are working to prevent job discrimination.

Today, more safety for cars means more electronics.
And today, electronics in cars means BMW.

The latest example: the BMW Airbag system.

BMW recognised both the need and the potential for electronics in the quality car of the future much earlier than any other manufacturer.

And that's why it's hardly surprising to learn that BMW exploits their ability to solve complex technical problems more comprehensively than anyone else.

And this doesn't just apply to engine electronics or to advanced monitoring, warning and information systems. It also embraces the vital area of safety. And as a result, BMW has acquired a degree of know-how that ensures quicker and more reliable solutions to tomorrow's as well as today's problems.

One example of this extensive know-how is the field of sensor technology, which enables data on the numerous mechanical and thermal functions of a car to be translated and relayed as intelligible information to the car's electronic control systems. Without the reliability and dependability of this sensor technology, many crucial safety features, such as ABS anti-lock braking and the new Airbag system, would be inconceivable.

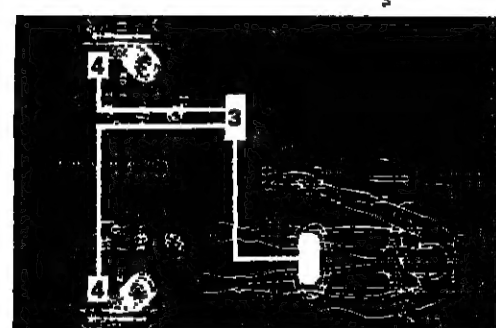
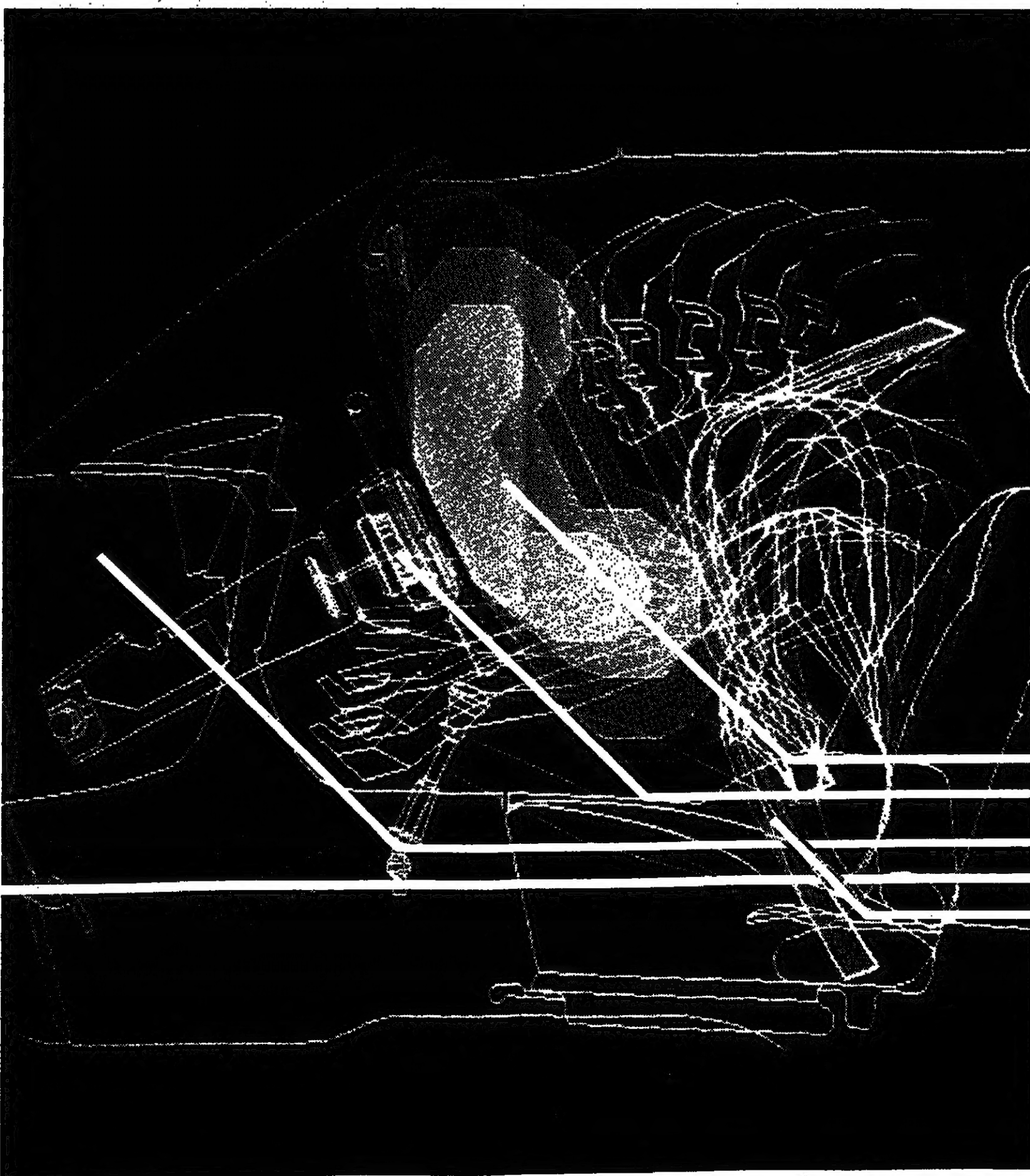
The Airbag system on the BMW 7-Series: automatically better protection.

The Airbag is the ideal, logical extension of a car's seat-belt restraint system. It ensures even greater protection for the driver in the event of a head-on collision. The moment the force of a frontal impact reaches an exactly defined level, a nylon airbag — concealed beneath the safety padding of the steering column — is automatically inflated by a special gas mixture in the minutest fraction of a second (approx. 30 millise.). This reliably prevents the danger of the driver coming into contact with the steering wheel.

Apart from the actual physical noise, the whole process happens so fast that it's virtually imperceptible. And as the bag automatically deflates immediately afterwards, there's no loss in driver vision.

The highly developed sensor technology of the BMW Airbag ensures double the safety.

More than anything else, the inbuilt reliability of the Airbag system stems from ultrasophisticated but foolproof sensor technology. It also illustrates just how BMW's in-depth experience with all the various elements that make up this life-saving technology can provide direct benefits for the driver.



And to achieve complete dependability we don't put our faith in just one sensor recognising the critical impact forces: the BMW Airbag system features 3 sensors. As a result, full system working order can always be guaranteed and any risk of malfunction is eliminated. In addition, a special back-up safety circuit takes over if the car's main electrical system fails.

Don't trail behind technological progress in international top-class motoring. Drive BMW.

Model and equipment availability in the BMW international range may vary from country to country.

1. Airbag inflation time is about 30 milliseconds for the bag's 75 litre capacity.
2. The Airbag (consisting of housing in steering wheel, padded cover, airbag, gas generator and ignition pellet).
3. Diagnostics unit plus safety sensor (see also tech. illustration above right).
4. Electronic impact sensors (left/right) (see also tech. illustration above right).
5. Automatic seat-belt stop system.



BMW AG, Munich

Herald Tribune

Published With The New York Times and The Washington Post

A Step in the Right Direction

President Reagan's refusal to grant America's down-at-heel shoe-makers new protection against imports will be received with modified rapture by the world. Protectionist forces in America are still gigantic. But rapture, however limited, is scarce in the world today. The White House decision is heartening.

A country in the vanguard of progress so far as high-tech products are concerned could not, justifiably, seek artificial means to keep alive a low-tech industry which can hardly pay its workers a living wage by American standards. If people want to buy cheap shoes — and not all Americans can afford to be shod by Fifth Avenue specialists — it would be manifestly unjust to compel them to buy American, and therefore pay more, in the attempt to keep out the cheaper products from Asia and Brazil. To do so would discourage the ill-paid workers — a minute proportion of the labor force — from seeking productive occupations elsewhere.

Temporary protection has been tried in the U.S. industry before. Nobody could pretend that manufacturers used it as the pause that refreshes, re-equipping to produce cheap shoes at lower cost (which would have involved shedding labor anyway) or to move up-market.

But the footwear decision is only a first move by the Reagan administration to repel new protectionism at home and journey back into the waters of free trade in which world prosperity was spawned after World War II. In the worst case, it may be reversed by congressional action. It may spur the sinister interests on Capitol Hill to new and damaging attacks on the principle of free trade. This is not an instance where, in the words of an 18th century French blue-stocking, it is only the first step that counts. There are at least three other steps

that need to be taken immediately. First, Mr. Reagan has to organize resistance against the plethora of protectionist bills pending in Congress. Second, the rest of the world has to agree to a new round of multilateral negotiations to reduce existing trade barriers. Third, and fundamentally, combined action inside and outside America has to bring the dollar down from its unrealistic height.

If the dollar had not risen so far and so fast, most of the protectionist pressures would not have arisen at all — even though the farm policies of Europe and the repeated failure of medium-income countries in Southeast Asia and Latin America to relax their own trade barriers would have occasioned some justifiable rumpus. Here we have to distance ourselves from Senator Lloyd Bentsen's apology for U.S. protectionism of Aug. 29 on this page.

Admitting the overvalued dollar argument, Mr. Bentsen cited a modest first crack at reducing it, but claimed that further progress would take time. Why? There is nothing but politics impeding a reduction of the U.S. budget deficit which would free the road to a lower and more competitive dollar. It is disturbing when politicians support protection because the political horse jibs at the first fence.

The footwear decision is a small step for America but an immense relief for beleaguered countries like Brazil who rely importantly on this low-skilled trade. These countries might now become more enthusiastic for free trade in general and (particularly in the Brazilian case) for domestic policies which reduce the risk of a new international debt crisis. There is much they can do to lend credibility to Mr. Reagan's crusade against protectionism in Congress.

INTERNATIONAL HERALD TRIBUNE

Pakistan's Halting Progress

General Mohammed Zia ul-Haq declared martial law in Pakistan eight years ago and is hesitantly trying to find his way back to a form of governance that is somewhat democratic but lets the military keep ultimate control. If this sounds inconsistent and implausible to Westerners, it is the sort of effort that defines the politics of many Third World countries. In Pakistan, the effort is not going well.

Earlier this year the government carefully staged elections (banning the parties and locking up the politicians), but still the supposedly same parliament that was elected at once demanded the lifting of martial law. The new prime minister promised, sort of, that it would be done by the end of the year. The leading civilian politician, Benazir Bhutto, 32, daughter of President Zulfikar Ali Bhutto, whom General Zia deposed and hanged, was planning to return next year to join the new process. A brother's funeral, however, brought her back in August. Almost inevitably the funeral proceedings took on something of a political cast, and the extremely shrewd Miss Bhutto was promptly put under 90-day house arrest,

thus ensuring world publicity for her cause.

The military law administration in Pakistan can play extremely rough, but it is not without a capacity for subtlety. That makes it all the more surprising that General Zia is so slow to widen the political arena and allow others more play. It is unnecessary and unbecoming for a country such as Pakistan with a sophisticated political class to be kept in a military straitjacket. The Bhutto-led Pakistan People's Party, formally outlawed but informally quite alive, sees General Zia as the architect of its misfortune; he sees it as the subversive force from which he rescued the nation. The history does not afford easy confidence about their developing relations. Nonetheless, the burden remains on General Zia to manage the process of decompression from military rule.

The American strategic partnership with Pakistan, especially visible in their joint support of the Afghan resistance, tends to keep the U.S. voice low in this matter. But America has an enduring interest in having a friendly Pakistan move back toward democratic rule.

—THE WASHINGTON POST.

Common Markets for U.S.

The trade agreement with Israel, which went into effect over the weekend, sets an interesting precedent for American policy. Tariffs now vanish altogether on some of the goods moving between the two countries, and on others they will be gradually peeled away over the next decade. By 1995 a common market is to exist between the two countries.

Its importance will be primarily political, reaffirming the bond between them; shipments to and from Israel constitute less than 1 percent of America's foreign trade, and expansion is limited both by distance and the size of the Israeli economy. But when Congress authorized the president to negotiate this agreement, it also had in mind the possibility of extending the same principles to larger traders.

Like Canada, while it is hardly imminent, a North American common market is now a genuine possibility. When they met at Quebec

last March, President Ronald Reagan and Prime Minister Brian Mulroney agreed to have their specialists study it.

If the agreement with Israel is largely symbolic in terms of the American trade pattern, any similar arrangement with Canada would be at the other end of the scale. U.S. trade with Israel, in both directions, came to \$3.4 billion last year. Trade with Canada was \$11.3 billion.

Trade barriers along the border are low but are nevertheless not negligible. But the American interest goes well beyond tariffs. As services become a larger part of American trade, the United States is increasingly anxious to establish agreements that go well beyond the present focus on goods. The likeliest partner for a model agreement is clearly Canada, with an economy and a legal structure less dissimilar from America's than any other country's.

—THE WASHINGTON POST.

Other Opinion

Reagan: An Obstacle to Peace

Diplomats from eight Latin American nations met in Cartagena, Colombia, recently in an effort to bring peace to Central America. It is a towering task because America seems willing to have its fight with Nicaragua boil over into regional war rather than talk with the Sandinistas. The diplomats planned a series of initiatives designed to pressure the five major

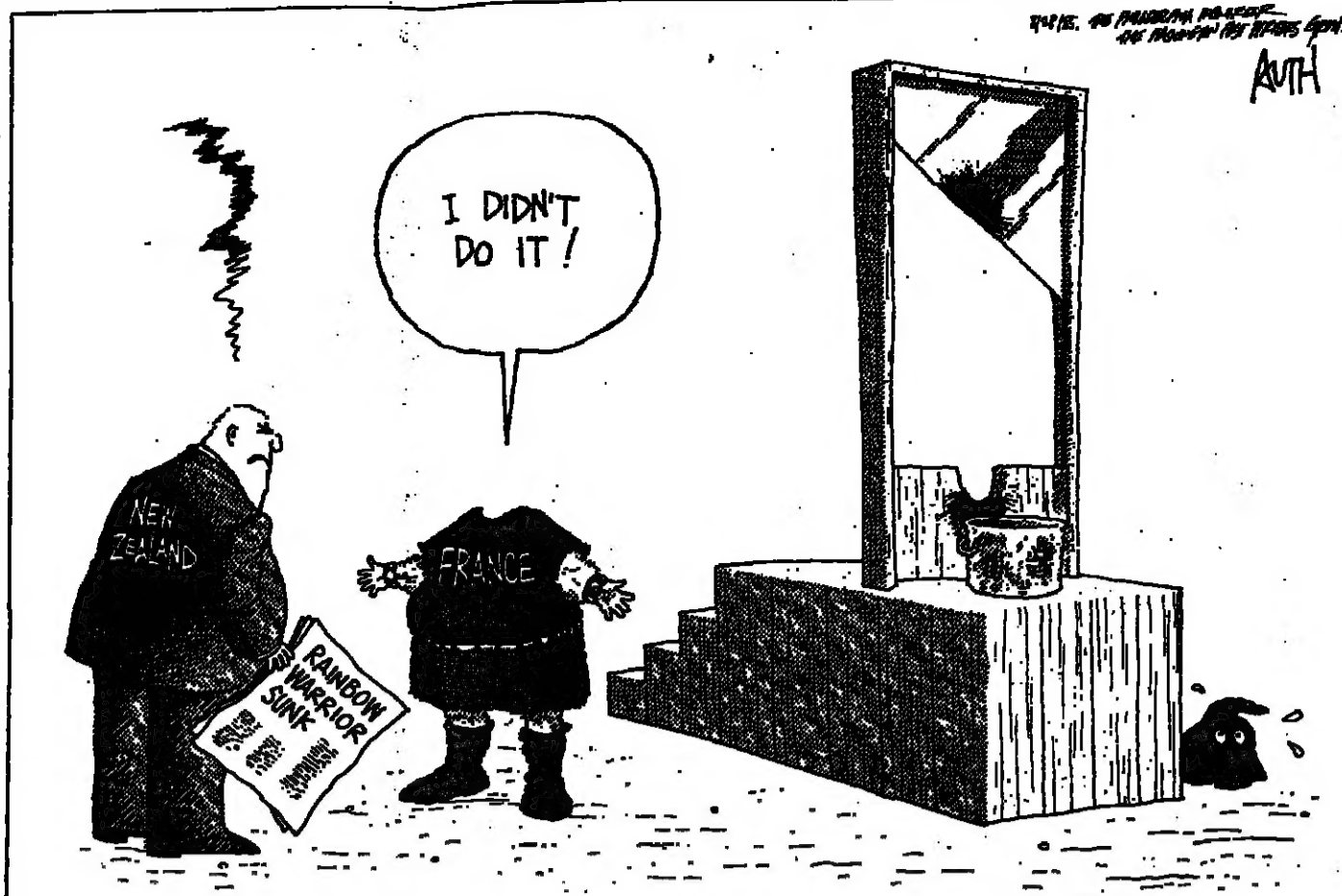
Central American countries, as well as the United States, into settling their political differences and border disputes peacefully. The so-called Contadora Group has tried for almost three years to write a Central American peace treaty. As long as Mr. Reagan arrogantly presumes that he knows better than his Latin American allies do what is good for them, he will remain the obstacle to peace.

—Los Angeles Times.

FROM OUR SEPT. 3 PAGES, 75 AND 50 YEARS AGO

1910: Roosevelt Calls for Strong Navy
OMAHA, Neb. — Theodore Roosevelt made a significant statement both as to the value which he attached to great navies in maintaining peace and as to the use of the Panama Canal. "There is no use of a nation claiming to be a great nation unless it is prepared to play a great part in the Monroe Doctrine or have its voice as to the Monroe Doctrine or the management of the Panama Canal unless it has a strong navy," Mr. Roosevelt pointed with pride to the Panama Canal. From one of the plague spots of the globe, he said, the isthmus had been turned into a singularly beautiful place of abode. "We now have a further duty, and that is to fortify it." Not to protect it, he said, "would be in essence treason to the destiny of the Republic."

1935: Italy Begins Ethiopia Invasion
ADDIS ABABA — Invasion of Ethiopia by the Italians has begun, according to unconfirmed reports from the north which reached here [on Sept. 2] One thousand Italian soldiers and 1,500 native troops crossed the border to the west of Assab in Eritrea. The tribesmen, it is further reported, are fleeing before the advancing troops, abandoning their villages and flocks. Mass flight from the capital resumed, despite the Negus's proclamation that fugitives would be imprisoned and their property confiscated. The Emperor issued another proclamation which ended with the words: "Have no fear; there will be no war." In Geneva, French diplomats fear that any attempt to apply sanctions would drive Italy out of the League and into the arms of Germany, transforming the conflict into a European war.



Deniability Principle Helps Kohl and Mitterrand

By Joseph Kraft

WASHINGTON — Bizarre spy scandals in West Germany and France demonstrate the terrible political damage done when intelligence agents go into business for themselves. But at least Chancellor Helmut Kohl and President François Mitterrand can credibly deny that they had any advance knowledge.

In America that sacred intelligence principle of "deniability" has been casually disregarded. President Ronald Reagan has brought into the White House a dirty tricks operation in Central America about which he knows next to nothing. The two cases making political headlines in Europe feature bottomless pits of unknowable detail. But the gist of each affair is this:

In West Germany a top counterespionage agent, Hans Joachim Tiedge, defected to East Germany. In consequence virtually every important aspect of Bonn's domestic and foreign policy has come up for grabs. The ties of Mr. Kohl's Christian Democratic Party with two coalition partners, the Christian Socialists and Free Democrats, are frayed. Mr. Kohl has to cover the apparent responsibility of his interior minister, a Christian Socialist, and his foreign minister, a Free Democrat. He has to resist a push by the Christian Socialist leader, Franz Josef Strauss, to enter the coalition government.

In the process, West Germany's ties with the North Atlantic Treaty Organization and its aspiration for better relations with East Germany comes under more pressure. NATO allies are more than ever reluctant to put confidence in the Bonn regime. Allied suspicions make Mr. Kohl and many other West Germans more determined

to preserve their eastern policy, or *oostpolitik*. But Mr. Kohl has one priceless asset. He has been saying that he had nothing to do with whatever kicked off all the fuss. His lifesaver, in other words, has been the deniability principle.

In France, security agents have been caught in an operation which sank a ship ferrying anti-nuclear protesters as it lay at anchor in New Zealand. The backlash has engulfed both foreign policy and internal politics. A key element of French foreign policy is the independent nuclear deterrent, or *force de frappe*, identified with de Gaulle. Maintenance of the independent deterrent requires testing, which the French do in the South Pacific. The ship was to lead a protest by Greenpeace, the environmentalist group.

Mr. Mitterrand's Socialist Party is furious with the president. Party militants charge that Mr. Mitterrand has supported terrorism. They denounced a report, commissioned by Mr. Mitterrand, which partially cleared French intelligence of blame for the New Zealand incident.

The French opposition, dominated by former supporters of de Gaulle, regularly intimates that the Socialist regime lacks stomach for the Gaullist legacy, symbolized by the *force de frappe*. It blames the ship sinking on ineptitude at the top, and cites a housewrecking of the intelligence services carried out by Mr. Mitterrand in 1981.

Mr. Mitterrand will probably soldier through. The report partially absolving the French secret services absolutely cleared the Mitterrand gov-

ernment of blame, and pointed a suspicious finger at British intelligence. It was written by a well-known Gaullist with abundant experience in the secret services. So both the opposition and the Socialists now have reason to pull punches.

For like Mr. Kohl in Germany, Mr. Mitterrand has had the deniability principle going for him. Mr. Reagan, in sharp contrast, has jumped into the very thick of a dubious intelligence operation designed to prop up opposition to the Sandinista regime in Nicaragua. The operation is run, in detail, by a Marine Corps officer on the staff of the National Security Council. It is mixed up with tactical decisions involving actions bordering on terrorism. It also helps private fund-raisers working in America and other countries. Already it appears that one fund-raiser backed by the White House has defrauded the Internal Revenue Service.

While Mr. Reagan cannot possibly have detailed personal knowledge of what agents are doing in his name, neither does he have anybody else to blame if events turn sour. The courts have long since relinquished jurisdiction. The Congress has a mandate in the intelligence oversight committees; but the committees virtually gave up after the administration attacked a ban on military aid to the Nicaraguan rebels as an example of softness on Communism. So Mr. Reagan is in it by himself.

Intelligence operations, as the German and French cases show, tend to go from bad to worse. So Mr. Reagan's backers ought to want the dirty tricks out of the White House — pronto.

Los Angeles Times.

China Is Mending Border Fences With Soviet Union

By Jim Mann

BEIJING — Is America underestimating the extent of new rapprochement between China and the Soviet Union? Is the Soviet Union persuading China to abandon its 14-year tilt toward the West?

Those questions are raised by a series of events this year indicating that China's approach to the Soviet Union has changed considerably.

Last winter, after the death of the Soviet leader, Konstantin U. Chernenko, China took steps to mend its fences with the Soviet Union. A high-level emissary, Vice Premier Li Peng, was sent to Mr. Chernenko's funeral. He carried a message of congratulations to the new Soviet leader, Mikhail S. Gorbachev — the first cordial exchange between the world's two largest Communist Parties in a quarter-century. Mr. Gorbachev responded, in his first public speech, by calling for "serious improvement in relations" with China.

Last month, for the first time in 20 years, a Soviet delegation visited China's Federation of Trade Unions, a move that European diplomats in Beijing see as a step toward possible resumption of ties between the Soviet and Chinese Communist Parties.

China has announced that border trade with the Soviet Union has increased sharply in the three provinces that adjoin the Soviet Union — Xinjiang, Inner Mongolia and Heilongjiang. Asian diplomats report that China and the Soviet Union have in the last year quietly opened travel lanes; China, for example, has begun to allow Uighurs and Kazakhs living

in Xinjiang to cross the border to visit their families in the Soviet Union.

Moreover, China has been siding of late with the Soviet Union in disputes between the two superpowers. Although U.S. officials went to great lengths to explain the Strategic Defense Initiative to Chinese officials, last month Deng Xiaoping, the Chinese leader, announced opposition. Then the government-controlled China Daily ignored the American com-

ment of blame, and pointed a suspicious finger at British intelligence. It was written by a well-known Gaullist with abundant experience in the secret services. So both the opposition and the Socialists now have reason to pull punches.

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The Stress Of Cognitive Dissonance

By William Safire

WASHINGTON — How can doves, who urged détente with the Soviet Union despite slave labor in the gale, oppose "constructive engagement" with South Africa, where repression is real but at a far lower order of magnitude?

How can those hawks who rail at the Reagan State Department for refusing to use economic warfare against the Soviet threat oppose the use of economic leverage against the whites in Pretoria who pursue a policy we consider repugnant?

Those two questions should offend nearly everyone. And if you enjoy the cognitive dissonance that comes with trying to hold contradictory beliefs at the same time, try this: How can defenders of Israel's right to Judea and Samaria, where the Arabs outnumber the Jews 10 to 1, call for "one man, one vote" in South Africa, where the nonwhites outnumber the whites four to one?

Part of the American agony over policy toward Pretoria is the exposure of internal inconsistencies. U.S. reactions are not neatly programmed; the knee does not jerk. But we need not sink into the sea of ambiguity, nor must we line up behind either Bishop Desmond Tutu or Reverend Jerry Falwell of the Moral Majority. We Americans do have to face the complexities of our choices by examining a few of our mindsets.

First: What are our goals? We want the Russians to slow down their arms buildup, ease up on dissidents, and stop the export of Communism. We want the South Africans to end apartheid, and gradually evolve majority rule without the usual African totalitarian takeovers. We want Israel and Arabs to work out, face to face, a form of autonomy for Arabs living on Israel's West Bank land. (These are my foreign policy goals; yours may differ.)

Second: Do we operate on the belief that the end justifies the means, or that the means become the end?

Neither, we have to operate in between. In our policy toward the Russians, that means increasing our arms parity — but, at the same time, we must probe at summits for arms control agreements, such as on-site inspection or "star wars" defense cooperation.

Similarly, in South Africa, we cannot demand the release of leaders who call for the violent overthrow of the white government, for that would result in a greater evil, as we have seen in Iran and in Nicaragua; at the same time, we must press for relief from apartheid and for negotiations with black apostles of nonviolence.

In the Middle East, we have less of a moral dilemma, because we can argue democratic means — the offer of Israeli or Jordanian citizenship to Arabs on Israel's side of the Jordan — in pursuit of a good end, which is a democratic state in which an Arab minority has more freedom than anywhere in the Arab world.

This sort of on-the-other-hand stuff wholly satisfies neither the moralists nor the geo-cynics. But it does have the virtues of consistency and moral differentiation.

Third: Should we use economic pressure to accomplish our goals?

I say yes. The Reagan administration says no. Hypocrites say yes to one and no to the other. "Spill a rope to the Russians but pull our capitalist out of South Africa," say the doves who are so tough on anti-Communist regimes; "Deny economic support to Russians but keep dealing with the government in Pretoria whose policy is anathema to democracies," say hawks who reject to allies who take our help and reject U.S. guidance.

President Ronald Reagan is at least consistent: As he plans to veto sanctions against Pretoria, he sends his agriculture secretary to Moscow to beg for the chance to help a repressive regime avoid the anger of its consumers. He does not tie aid to Israel to the needed separation of politicians from the money-printing press, nor does he defend America from Japanese trade predations.

I would urge the opposite in every case. The recent collapse of the mind shows what simple capital nervousness can do without disinvestment crusades or official U.S. economic pressure. If America wanted, it could flex its muscle in ways that would make both major world gold producers — the Soviet Union and South Africa — feel the pinch of U.S. displeasure. The argument that the United States would be hurting itself more is long on blame-America-first and short on real-worldism.

What of the argument that economic heat makes the recipient only more recalcitrant? That may be true at first, but it is untrue in the long run, provided America has the patience and the will to pursue its goals. The first step is to stop thinking of America as helpless.

Keep this handy guide to defeat the stress of cognitive dissonance. A foolish consistency may be the hobgoblin of little minds, but Emerson never knocked a smart consistency.

The New York Times.

LETTER

What Soviet Threat?

Regarding the opinion column "The People Don't Want These Wars" (Aug. 20) by Thomas Powers:

There is nothing novel in Mr. Powers' discovery that "grown men" are not alarmed at Soviet expansionism. Most grown men in the West have always been remote from international affairs, being more occupied with their immediate interests. Chamberlain dismissed Czechoslovakia as a faraway country with dire consequences for the politically illiterate masses of Europe and beyond.

LIONEL BLOCH

London.

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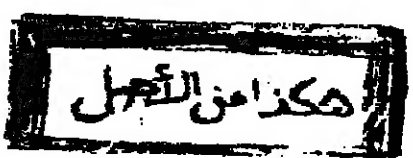
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Tokyo's Surrender: A Symbol of U.S. Power and Japanese Impotence 40 Years Ago

By Robert Trumbull

New York Times Service

HONOLULU — When the Japanese delegation arrived by boat for the 9 A.M. ceremony aboard the battleship Missouri 40 years ago, chattering spectators jammed every space on the forward decks and in the ship's superstructure.

For some, only a glimpse could be had of the table, covered with green baize, on which the surrender documents waited to be signed.

Sailors from the ship's crew, in dress whites, straddled the barrels of the Missouri's 16-inch (41-centimeter) guns.

All chatter ceased as the Japanese appeared at the head of the gangway.

The very presence at anchor in Tokyo Bay of the Missouri, on whose open quarterdeck the surrender ceremony took place on the morning of Sept. 2, 1945 — it was still Sept. 1 in the United States — was a powerful symbol of Japan's impotence and America's might.

In the eerie stillness that enveloped the scene, it seemed to take a long time for the Japanese to march the few yards to their assigned places facing the surrender table. They were Foreign Minister Mamoru Shigemitsu and his two civilian aides in formal morning dress of top hat, cutaway coat and striped trousers, and the six officers of the Imperial Armed Forces in

uniform with boots and gold braid. Mr. Shigemitsu, who had a wooden leg as the result of a terrorist bomb in Shanghai years earlier, walked with a limp and leaned on a cane. He and his companions looked straight ahead, their faces expressionless.

The hostility on the faces of the hundreds of silent watchers had its effect on the Japanese, although they did not show it at the time.

"I felt that I was being subjected to the torture of the pillory," Toshiyuki Kase, who was Mr. Shigemitsu's secretary, wrote in a memoir 25 years later.

The unfriendly stares seemed to "sink into my body with a sharp physical pain," he said.

Among those looking on coldly were about 100 high-ranking American and other Allied officers assembled from around the world.

They included General Arthur E. Percival, the British commander who had surrendered at Singapore, and General Jonathan M. Wainwright, the American who had surrendered the Philippines to Japan. Both men had just been released from prisoner-of-war camps.

Nature appeared to cooperate. A low cloud layer obscured the sun, making the morning unseasonably cool. And no rain dampened the spectacle, although September is Japan's wettest month.

After "The Star Spangled Banner" was played over the ship's loudspeaker system, General Douglas MacArthur appeared on deck. Unlike the other officers, he wore no decorations on his khaki shirt, whose collar was left unbuttoned in the style of the U.S. Pacific Command.

He stepped to the microphone behind the table and announced solemnly, reading from a sheet of paper held in a hand that trembled slightly: "We are here to conclude a solemn agreement whereby peace may be restored."

When General MacArthur finished his short preamble, he beckoned to Mr. Shigemitsu to come forward and sign the two surrender documents, one for the Allies and one for the government of Japan. The foreign minister, taking a chair provided for him, affixed his signature to both documents. He was followed by General Yoshijiro Umezu, the army chief of staff, who disdained the chair.

General MacArthur, who signed next as supreme commander for the Allied Powers, used five pens. He scratched a few letters of his name with the first pen, then handed it to General Wainwright, standing behind him. He repeated the procedure with the second pen, which he gave to General Percival. The others were saved for presentation to West Point, the Naval Academy at Annapolis, and General MacArthur's wife, Jean.

Fleet Admiral Chester W. Nimitz signed for the United States, followed by the representatives of China, the United Kingdom, the Soviet Union, Australia, Canada, France, the Netherlands and New Zealand. The surrender instrument for the Japanese archives was handed to Mr. Shigemitsu who passed it to Mr. Kase.

At this point the orderliness of the proceedings suddenly broke down. Mr. Kase, about to put Japan's copy of the surrender document in the black leather briefcase that he had held under his left arm throughout, glanced at it and noticed that the Canadian delegate, Colonel L. Moore-Cosgrove, had signed beneath the name of his country instead of on the proper line above.

The mistake had been repeated by the delegates from France, the Netherlands, and New Zealand. A colloquy ensued while puzzled spectators wondered what was going on. Finally, General Richard K. Sutherland, General MacArthur's chief of staff, took the document and spread it on the green table.

With his fountain pen he carefully drew two straight lines through the names of the countries above the four misplaced signatures, then wrote them in below, where they belonged.

General MacArthur stepped to the microphone again and declared, in an even voice: "These proceedings are now closed." World War II was over. As that moment the sun broke through the overcast, as if on signal, bathing the scene in bright warmth.

As the Japanese were leaving the ship, General MacArthur was heard to say to Admiral William F. Halsey, whose flagship was the Missouri: "Bill, where the hell are those airplanes?" He had barely finished asking



Sept. 2, 1945: Aboard the battleship Missouri in Tokyo Bay, a U.S. officer directed Japan's foreign minister, Mamoru Shigemitsu, to his place before the ceremonies.

MacArthur's Office Still Intact

By Clyde Haberman

New York Times Service

TOKYO — In a sturdy stone building across the street from the Imperial Palace, one must ride up five stories and then walk down a long corridor to find the office from which General Douglas MacArthur once presided over Japan.

It is not an especially elegant room, nor one that speaks of power. But it does whisper money, as might be expected inside the head offices of a major insurance company, Dai-ichi Mutual Life.

The room has inlaid wood floors and soft pictures of fishing boats hanging from the paneled walls. In one corner is the general's old green chair, long faded. His desk, simple and scratched, sits in the center.

A bronze plaque on the wall attests that for nearly six years after the Japanese surrender in World War II, General MacArthur used the room for his office, postwar Japan was created in that room. The building was appropriated by the United States in 1945 as headquarters for its occupation forces. From there came the political, economic and educational reforms that helped rebuild Japan.

Not many visitors come to look at the MacArthur room, said a Dai-ichi official, Naomichi Doki. It is largely forgotten, much like the start of the American occupation 40 years ago this week.

On Sept. 2, 1945, aboard the battleship Missouri in Tokyo Bay, Japan formally surrendered to General MacArthur and other Allied military leaders. But in this year dominated by 40th-anniversary commemorations, Japan seems to have grown weary of the focus that foreign press and television organizations have given to its defeat.

For many weeks it was willing, even eager, to talk about how it suffered in August 1945, first at Hiroshima, then at Nagasaki. As in most years, a lot was said by Japanese politicians and commentators about the country's nuclear agony.

But the postscript, that the long-ago August was followed on Sept. 2 by total surrender, has been ignored, with no mention of it in political discussions or in the major newspapers.

Pol Pot Retired, Khmer Rouge Says

Reuters

SINGAPORE — The Khmer Rouge guerrillas, who have been fighting to bring down Cambodia's government, said Monday that they had replaced Pol Pot as their military commander.

Officials from non-Communist countries in Southeast Asia called the move a positive step toward ending the Cambodian conflict.

Vietnam has demanded the removal of Pol Pot, who is widely blamed for the deaths of hundreds of thousands of Cambodians during a four-year reign that ended in 1979 with Vietnam's military intervention. Vietnam has an estimated 160,000 to 180,000 troops in Cambodia.

The Khmer Rouge, with approximately 35,000 guerrillas, is the dominant faction in the guerrilla coalition. The second-largest group is the Khmer People's National Liberation Front, led by Son Sann, which has 17,000 fighters. The third group is led by the former Cambodian chief of state, Prince Norodom Sihanouk, and has 8,000 soldiers.

Khmer Rouge radio, monitored in Bangkok, said that Defense Minister Son Sen would succeed Pol Pot, who had reached the retirement age of 60.

It said that Mr. Pol Pot had been appointed chairman of a technical office for national defense, a post designed to "observe, deliberate, explore and summarize" defense matters.

A Thai official said that the Khmer Rouge decision would remove a serious obstacle to peace talks among the warring factions.

"At last we see at the end of the tunnel some light," said the Thai foreign minister, Siddhi Savetsila, who was in Singapore for a two-day visit. He said that Mr. Pol Pot's removal would leave Vietnam without an excuse for continuing its military presence in Cambodia.

Officials of the Association of Southeast Asian Nations said the Khmer Rouge guerrilla army was not expected to be affected by Mr. Pol Pot's departure, which appeared to be voluntary.

"If his replacement was intended

to improve the coalition, then it might just achieve that objective," one official said. "Hanoi would have no more excuses not to start negotiations."

In Malaysia, the deputy foreign minister, Kadir Sheikh Fadzir said that Cambodian leaders "are now preparing to put aside their personal feelings and interests for the wider national interest."

Some Western diplomats, however, were skeptical about whether Vietnam could be convinced that Mr. Pol Pot had taken a lesser role.

One called his retirement "just another move in a chess game."

Hanoi has not yet commented on the leadership change.

The Association of Southeast Asian Nations, which includes Thailand, Malaysia, Indonesia, the Philippines, Singapore and Brunei, recently proposed the talks between the guerrilla coalition on one side and Vietnam and the Cambodian government on the other. Hanoi has refused to negotiate with Mr. Pol Pot.

U.S. Diplomat Cites Nuclear Fears in Pacific

Reuters

PORT MORESBY, Papua New Guinea — Paul D. Wolfowitz, the U.S. assistant secretary of state for East Asian and Pacific affairs, acknowledged Monday that the United States bore some responsibility for anxieties in the Pacific about nuclear arms and waste in the region.

Mr. Wolfowitz, who is ambassador-designate to Indonesia, said at the end of a three-day visit to Papua New Guinea that the United States understood the Pacific's nuclear concerns but was also concerned with preserving peace in the region.

"Certainly we have a lot of sympathy," he said, for worries "over the spread of nuclear weapons and radioactive waste dumping."

Mr. Wolfowitz added, "In fact we are well aware that it was our own actions" in atmospheric nuclear testing "in the early 1950s when we did not really realize yet what such tests could do, that caused a lot of concerns in the region."

He said he understood the fears expressed last month in the South Pacific Forum's Treaty of Rarotonga, in which eight countries declared most of the South Pacific a nuclear-free zone while allowing

visits by nuclear-armed or nuclear-capable ships and aircraft.

He said the treaty took account of the peoples' feelings but made it possible to provide for security in the region.

Chicago School Strike Urged

United Press International

CHICAGO — The Chicago Teachers Union's House of Delegates voted overwhelmingly Monday to reject the latest wage increase offered by the school board and recommended that 28,000 union teachers vote for a strike.

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 Lufthansa

West Timor: Poverty and Clear Blue Seas

Terrain and Climate Conspire to Make One of World's Poorest Islands Poorer

By Barbara Crossette

New York Times Service
KUPANG, Indonesia — "You came here from Bali?" said a disbelieving resident of this place. "What for?"

This is the poorer end of one of the world's poorest and most remote islands, Timor, whose poverty is enforced by a cruel terrain and climate. Not even Kupang's Ferris wheel or its Mona Lisa coffee-house, a good restaurant by anyone's standards, seems worth that kind of detour.

As for the unpolluted sea of clear aquamarine, the townsfolk turn their backs on it, in the manner of other island people who take for granted what foreigners find breathtaking.

But Kupang has a special interest. It is the capital of the Indonesian province of Nusa Tenggara Timur, which includes the western end of Timor island and a couple of hundred other islands, 111 of them inhabited. This "other Timor" has not received the international attention accorded to neighboring East Timor, which Jakarta invaded and annexed nearly 10 years ago.

Western Timor, part of Indonesia since the creation of the Republic of Indonesia in 1950, is a point

of comparison for visitors to the island. Here similar Timorese people, Christians in a nation of Moslems, and a similar land have different histories but some of the same problems.

"My main problem?" Governor Ben Mboi mused. "When there are so many main problems, there is no main problem."

Mr. Mboi, a European-educated physician from the island of Flores, had invited the foreigners in town to join a 50th wedding anniversary party for the former Rajah of Kupang and his wife.

Western Timor suffers most from a scarcity of water, the governor said, adding that two years ago there was no rain for 13 months. The soil is thin and poor. Per capita aid from the government in Jakarta to the nearly 3 million people in the province is only a fraction of what is sent to East Timor.

Jakarta is developing East Timor rapidly to remove the economic causes of a guerrilla insurgency, to justify its seizure of the former Portuguese territory and, in the words of several officials, "to overcome 400 years of Portuguese neglect."

The land itself conspires against the western part of the island. East Timor grows fine coffee to sell and is steadily expanding its produc-

tion of rice and other food for its own consumption. Western Timor's main export hope is cattle, particularly the Balinese cow, which Australians are breeding on a model ranch in the hills southeast of Kupang.

Even one cow is a huge investment for a farmer in western Timor, where the annual per capita income is about \$165 and people exist on the edge of sufficiency. Serious food shortages are avoided, the governor said, only because of communication and transportation systems to distribute supplies from elsewhere.

To be self-sufficient in food in the rocky terrain, a rural family would have to work seven to 10 acres (2.8 to four hectares) of land, Mr. Mboi said. The average family has about four-fifths of an acre.

The paucity of economic resources is illustrated in Kupang's sprawling market. The wares include the most basic necessities: grains and beans, spices, cheap clothing and plastic pails. No paper products, no insect repellent, few medicinal items and no locally woven cloth. A country weaver explained that cloth was produced only in necessity because the materials were too costly. Only foreigners could afford a handmade sarong, the woman said.

Timor, mostly the east, but also to a smaller degree the western end, was once a destination for Australian vacationers. But tourism ended with the civil war in East Timor in the mid-1970s and has never revived.

"I do not believe too much in tourism," Mr. Mboi said.

But Kupang is getting a tourist hotel. It will have 144 rooms "of international standard" looking down on a grassless hill to a small beach whose limestone underpinnings are being gradually depleted by local people trying to make a living by selling aggregate rock.

"I figure by the time the hotel is finished, there will be no beach left," a local resident said. "But at least there will be a paved road."

If tourism is ever to take off, Governor Mboi says, it will depend on Bali, which now is so developed and overcrowded that people looking for a real place to get away might be persuaded to drop in on Kupang.

Kupang's new hotel will be called the Sasando. A sasando is a musical instrument, harp-like in sound, that has been played in the region since the 15th century, Edward Pah says.

Because of the largely Melanesian roots of Timorese, and the influence of the Portuguese, who came to the country in the 16th century, ahead of the Dutch, there

are distinctive cultures in Timor that some fear could be swamped too easily, not only by the West but also by Indonesia's Javanese majority and its more artistically advanced civilization.

Mr. Pah, a retired teacher, and his wife, Suzan, who works in the local military hospital, may be the world's experts on the music of Timor. Several years ago the Ford Foundation gave Mr. Pah, who was born on the island of Roti, a grant to preserve the sasando from extinction.

Traditionally, a sasando was a 10-stringed instrument: a circular playing surface made of a length of bamboo mounted in a sound box fashioned from the broad leaf of the lontar palm.

Mr. Pah now has a 32-string electronic version made in Australia of plastic and wood, an updating that does not seem to concern him, since he welcomes any effort to keep the instrument alive.

When he is not traveling around Indonesia, or in Australia or Europe, Mr. Pah sometimes gathers his family of six children and two daughters-in-law around him for a Timorese jam session, complete with Rotinese dancing.

Mrs. Pah's clear soprano now and then drifts into a Western tune. "The Isle of Capri" is one of her favorites. But before the evening ends, Mr. Pah comes back to base. "Before you leave Kupang," he says, "let us sing you a Roti song of farewell."

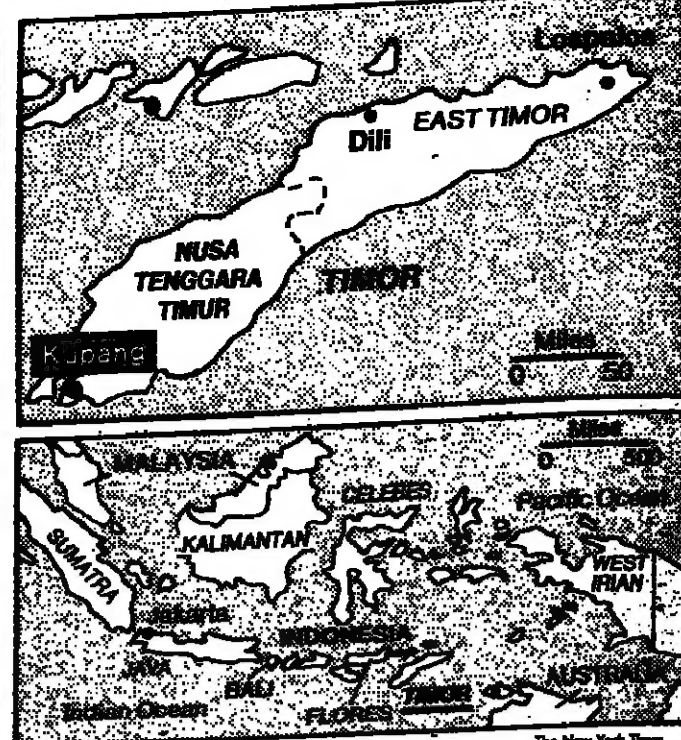
Bombs Damage 2 Computer Firms in West Germany

The Associated Press

DORTMUND, West Germany — Bombs caused more than \$1 million in damage Monday at two West German computer firm contractors, one of which does business with the U.S. Army, officials said. The police said there were no injuries in the two attacks.

The first bomb exploded at 3 A.M. in the Mathematisches Beratungs- und Programmierungsbüro building in Dortmund, the police said. A spokesman for the company said that the company had sold a computer program to the U.S. Army. "We cannot rule out that our programs could be used for military purposes," he said.

Eighteen minutes later, a bomb rocked the building housing the Scientific Control Systems GmbH company in the northern port city of Hamburg, the police said.



Eduard Pah and his wife, Suzan, are specialists in the music of Timor. He has two sasandos, the island's native instrument. At his feet is a traditional sasando of palm leaf. The other was made in Australia from plastic and wood.

Rebels Open New Battlefront in Central Nicaragua

By Stephen Kinzer

New York Times Service

SANTO DOMINGO, Nicaragua — U.S.-backed anti-guerrilla rebels appear to have opened a new battlefront in the central part of the country, where eight months ago the war was something local residents only read about in newspapers.

Residents in the region, Boaco and Chontales provinces, said that Sandinist helicopters periodically bombard rebel positions in the rugged hills around the villages.

They said that squads of the guerrillas, known as contras, had descended on several villages, where they killed or kidnapped local Sandinist leaders and military recruits, and convened political meetings for local residents.

"Nobody really knows where the contras are," said a shopkeeper in La Libertad, where the Popular Sandinist Army maintains a sizable force backed by armor and artillery. "But I think we're surrounded."

In Juigalpa, a farm shopping for insecticide at a farm supply store said that the situation in the area was "completely different" from a year ago.

"It's always been calm out here," he said. "Now we feel like we're in the middle of a war."

The rebels who operate here are members of the Nicaraguan Democratic Force, which is based along the country's northern border with Honduras. Until recently, the force concentrated its efforts almost exclusively in the country's five northern provinces — Nueva Segovia, Madriz, Esteli, Jinotega and Matagalpa.

The Nicaraguan Democratic Force recently began supporting a small band of guerrillas fighting near the Costa Rican border, but they are not connected with those in the central part of the country.

The forces in Boaco and Chontales are believed to be regulars who receive supplies and other support from bases along the Honduran border, which is 150 miles (about 250 kilometers) away.

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The insurgents have not been able to take important towns such as Santo Domingo because of the effectiveness of Sandinist defense forces. Government troops, who enjoy considerable numerical superiority, move constantly through the mountains. When they detect guerrilla units, they call in air and artillery strikes.

Government troops are equipped with long-range artillery of Soviet manufacture. They are supported by aircraft including Soviet Mi-24 helicopter gunships. The rebel force has no comparable weapons.

Defense Minister Humberto Ortega said recently the combined Sandinist military force amounts to 100,000 troops, although Western diplomats put the figure between 110,000 and 130,000 including 30,000 draftees. Forty percent of the national budget is earmarked for defense.

According to residents, religious workers and others who travel regularly through this region, guerrilla troops began to filter into Boaco and Chontales in December. Since then, they have built a force that local observers believe numbers at least 1,000 men.

Rebel squads regularly stop buses on the road between Juigalpa, the capital of Chontales province, and the trading outpost at Rama. According to many accounts, the guerrillas take away passengers dressed in military uniforms and any whom they believe are security agents.

There is no other principal road in Nicaragua where guerrilla forces are able to operate in this manner. When guerrillas attacked the town of Cuapa at the beginning of August, they overran a small army garrison and summoned residents to the town square.

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11 Puerto Ricans Ordered to Trial

The Associated Press

SAN JUAN, Puerto Rico — A U.S. magistrate has ordered that 11 Puerto Ricans charged in connection with a \$7-million Wells Fargo robbery be sent to Connecticut to stand trial.

U.S. Attorney Daniel Lopez Rocco was quoted in Monday's editions of the San Juan Star as saying the 11 were transported to Connecticut on Sunday night.

More than 100 federal officers guarded the courthouse Sunday as the magistrate, Justo Arenas, held separate hearings for the 11. About 1,000 protesters carried signs and chanted outside the building, insisting that the suspects were being persecuted because of their campaign for independence for Puerto Rico, a U.S. commonwealth.

The official Sandinist newspaper, Barriada, said that 12 persons were executed.

"The contras decided to begin operating here for two reasons," said a local cattleman. "First, the terrain is ideal for them. Second, the campesinos in the mountains are often sympathetic to them."

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Defense Minister Humberto Ortega said recently the combined Sandinist military force amounts to 100,000 troops, although Western diplomats put the figure between 110,000 and 130,000 including 30,000 draftees. Forty percent of the national budget is earmarked for defense.

According to residents, religious workers and others who travel regularly through this region, guerrilla troops began to filter into Boaco and Chontales in December. Since then, they have built a force that local observers believe numbers at least 1,000 men.

Rebel squads regularly stop buses on the road between Juigalpa, the capital of Chontales province, and the trading outpost at Rama. According to many accounts, the guerrillas take away passengers dressed in military uniforms and any whom they believe are security agents.

There is no other principal road in Nicaragua where guerrilla forces are able to operate in this manner. When guerrillas attacked the town of Cuapa at the beginning of August, they overran a small army garrison and summoned residents to the town square.

They asked townspeople their opinion of the Sandinist-appointed mayor, Hollman Martinez, and were told that he was respected. The guerrillas carried him off, but released him unharmed a few hours later.

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FASHION GERMANY

made in

Germany's Top Designers

There is little doubt that German designers are stars on their home turf, but what German designers want most is recognition in the international market. They want a chance to be seen and appreciated by women around the globe, to be judged by their peers not as "German" designers but as individual creators who happen to be from Germany.

What they have is talent and ambition. What they don't have is much of a support system, at least not through government aid, as in France and Italy. They will have to go it alone, like the Americans. And like the Americans, with whom they are perhaps most closely aligned in terms of design, they have a great opportunity to succeed.

What seems to be needed is a little more aggression and a little less caution in their designs. And more individual identity. Much of

what is done in Germany may not "look" exactly like what other designers are doing, but it "feels" much the same.

Two designers who have managed to break out of this mold are Jil Sander and Caren Pflieger. Sander is perhaps the best known and one of the most diversified of German designers. She has built a design firm on a solid foundation and has had the foresight to create an image and promote that image both within Germany and internationally. As for Caren Pflieger, she may not yet have achieved Sander's exposure, but she certainly does understand the value of self-promotion. In the fashion game, especially if you want to make it in America, promotion is the name of the game.

The following is a random look at some of Germany's most talented, well-known and promising designers.



JIL SANDER

With promotional photos by world-famous photographer Francesco Scavullo emblazoned on her ads, on the covers of the various German fashion magazines and on the runway of her show, Jil Sander is perhaps the most recognizable of all German designers.

This dynamic woman in her early 40s has created a strong image and a rock-solid company which she not only designs for but operates as well.

She has been selling her clothing in Europe and abroad for a number of years, and buyers come to her for sparse, exquisitely-fabricated and well-tailored sportswear.

Six years ago she signed a contract with Beecham to produce a fragrance under her own name. Before the name went on, Sander demanded that the quality be high, for quality, above all else, is the Sander trademark. Today she has her own cosmetic, bath, treatment and men's lines for Beecham as well as a luggage and leather-goods collection for Gold-Pist, an eye-wear collection for an Italian firm and a shoe collection for her own company.

With sales of over \$25 million in clothing and over \$12 million in cosmetics, Sander is rising high.



WOLFGANG JOOP

In four short years Joop has become one of Germany's best-known designers, and his name can be found on everything, including shoes, hats, gloves, furs, knitwear, menswear and, of course, his own designer-label collection.

He considers himself as much an "artist" as a designer and prefers to design clothing that

"appeals to the emotions" rather than follows trends. He thinks clothing should be fun and evening wear opulent, alluring and a little wicked, like Berlin before the war.

"I would rather have a little 'bad taste' in one of my fashion shows than just show fashion coming down the runway, and that is not exactly the way things are done here in Germany."

Joop, who says he leaves the business side to those who do it best, feels that if he had to run a business he wouldn't have the time or the inspiration to design.

His idol and source of inspiration as of late? David Bowie. "He is always changing, always creating... has his finger in every pot. I am curious and I want to do everything." His latest endeavor? A collection of Joop-designed porcelain for Meissen.



BEATRICE HYMPENDAH

She calls her collection more feminine and more avant-garde than many German designers' collections, and yet she feels strongly that she is capable of designing fashion for all kinds of lifestyles. Based in Düsseldorf, the petite, Auburn-haired designer has her collection produced in Munich by Loden Frey, for whom she does a separate collection of sportswear.

Hymppendahl studied design in Paris where, she says, she found designing easier because of the availability of materials, but she holds out high hopes for German designers in the future, especially in the American market.

"I think that America is advanced, and it is flattering to have American buyers like my clothing for that reason." However, the designer says, she does not get her ideas or inspiration from any of the fashion capitals, but rather from the streets. "Young people have a way of putting things together in unexpected ways, and I find that inspires me in putting together my collections."

For spring/summer 1986 Hym-

pendahl's collection has a very casual, very feminine feeling with a silhouette that is wide on top and narrow at the bottom. There is a definite menswear influence in her collection, but it is anything but masculine.



CAREN PFLIEGER

This Cologne-based designer calls herself a "child of fashion," having been interested in it all her life and having studied fashion design at the Fashion Institute of Technology in New York. She also operated her own art gallery for four years and worked with designer Jean-Charles de Castelbajac and others before starting her own business under her own label.

She has created a knitwear collection for an Italian license, a leather-wear collection for a German firm, an accessories collection for another German firm, her own designer-label sportswear collection and, as of last October, a fragrance and body-care line under her own name for Beecham, which brought in over \$1 million during its first season.

She is probably best known for her tailored sportswear which, for spring/summer 1986, features an unusual mix of monochromatic linen, silk and cotton with interesting detailing. Hers is very definitely a menswear-inspired collection, but not masculine in silhouette or texture. She likes to think of her collection as "pared down... the less-is-more approach."

She thinks that of all the problems facing German designers the biggest one is individual identity. "I think it's important to go your own way and establish your own identity so that people don't group all designers together."



REIMER CLAUSSEN

This Berlin-based newcomer, who in his first year designing under his own label for Jürgen

Faber's company, L'Estelle, made a strong impact with \$2.5 million in sales, is one of Germany's brightest hopes.

His sportswear separates bridge the gap between the classical and the unconventional, the avant-garde and the traditional. His strength is in mixing unexpected patterns and textures, which he carries off with a keen sense of color and a strict sense of proportion.

His silhouettes for spring/summer 1986 are decidedly tailored and basically classic, but his use of color and color, subtle variations of texture and impeccable tailoring make his collection anything but masculine and eminently wearable.

MANFRED SCHNEIDER

Femininity and elegance are the keywords of this Munich-based designer's collection, created for women who are conscious of their bodies and have their own individual style and an international flair.

His evening wear is often luxurious. His mood can fluctuate from Hapsburg opulence to Kennedy conservatism, but always with a precise attention to detail and quality.

Says Schneider of his personal philosophy: "Dressing up is body-talk. I work for women who express themselves intelligently."



JÜRGEN WEISS

For the past 12 years this Munich-based designer has cautiously and carefully charted the course of his designer label. He currently sells to markets as varied as Japan, the United States, Australia, South Africa, Great Britain and Europe.

He considers his collection most closely aligned to the look of American sportswear, and indeed his designs do have that easy, comfortable look that the Americans do so well. But his quality, his sense of fabric and his precision tailoring are often missing from American collections.

Because running his business takes up so much of his time, Weiss says he isn't able to do as much designing as he would like. And he thinks there are vast possibilities for German designers to branch out into other areas of design.

UTA RAASCH

Unusual combinations of strong color and unique fabrics are signatures of this Düsseldorf-based designer. She considers herself "all woman, emancipated, active and successful," and creates clothing for women like herself: working women who are partners and mothers.

For evening she believes in glamour, in festive looks that are roomy at the top and narrow at the bottom. For day the mood is playful, but control and luxury are very much a part of her everyday collections.

One of this designer's strong points is her sense of cohesiveness in presenting a well-coordinated collection that combines leather, silk, cotton, wool and knits in the same color tones so that everything works together.

Ready-to-Wear: Ready to Fly

While German designers ponder the complexities of gaining worldwide respect and recognition, a significant group of ready-to-wear firms are forging ahead with impressive marketing programs which, for the past several years, have targeted most of Europe, North America and the Far East.

The giants of the German clothing industry, including SRB Fashion International, best known the world over for the outstanding Escada sportswear collection, and the MBS Group, known primarily throughout the world for its energetic, beautifully-made Mondri collection and retail stores, have paved the way for the rest of the German fashion brigade.

There is little doubt that without Escada and Mondri, and lesser-known but highly visible firms such as L'Estelle, Fink Modelle, Chama, Lutz Teutloff, Dietrich Seeler and other successful firms, German fashion would not be the export powerhouse it is today.

With total sales in excess of \$200 million, Mondri is perhaps the most visible of all German firms worldwide, most certainly in the United States, where sales last year reached \$30 million.

According to owner Herwig Zahm, the firm is spending close to \$300,000 alone on advertising in America this year. This is in keep-

ing with a plan that saw the opening of offices in New York, Dallas and Los Angeles, and the opening of 12 boutiques (including one on Fifth Avenue in New York and another in the Rodeo Collection in Beverly Hills), all within two years. This is in addition to the

firm's inspired marketing in England, France, Scandinavia, Austria and Germany.

Everything that Mondri makes is manufactured in Munich in the firm's three factories or by local contractors; nothing is made in Hong Kong or the Far East, where

quality cannot always be controlled.

Zahm says that his advertising programs give equal weight to all retailers, not only to the Mondri stores, and that Mondri does not give discounts to their own stores or to anyone else. Nor are deliveries given special handling within their own operations. So the retailers, at least for the moment, are content to watch Mondri (which is a derivative of the Latin word for world) take over the globe.

At Escada, designer Margaretha Ley continues to create sophisticated, feminine and spirited sportswear that is very *luxe* in mood and top-quality in make.

Nobody in Germany tailors better at the same price, or knits better, or turns luxurious women wools into as well-cut, great-fitting sportswear as Escada. The key to the Escada collection is its interchangeability and the relaxed yet sophisticated mood of the clothing.

Escada's knitwear is very special, and to many Ley's sweaters are her strongest design point. Her mix of texture, pattern and color adds up to a collection of investment sweaters that offer longevity and high style.

In addition to Escada, there is the Laurel collection, designed, the firm says, "for the super-achiever."

Continued on p. 2



Above right: Menswear from Mondri summer 1986 collection. Above: one of Margaretha Ley's sweater designs for Escada.

new classics by



REIMER CLAUSSEN

Ready-to-Wear: Ready to Fly

Continued from p. 1

career woman who functions on a fast track," and Crisco, for the "au courant consumer whose forte is to be ahead in the newest unusual silhouettes."

Escada's marketing objective was to create, produce and market fashion collections throughout the world, and to that end it established product development offices in Florence, Milan, Tokyo and Paris.

Whatever Escada is doing, it must be doing something right, because the projected volume for the firm for 1985 is \$110 million, \$33 million of which represents sales to the United States.

Fink Modelle is another major German ready-to-wear firm. Lilo Fink, an energetic, determined woman, runs the show. She oversees all of the firm's 18 collections per year and she makes all the final business decisions—no small feat in a country where women company presidents aren't exactly in bountiful supply.

In addition to Fink Modelle, the firm also produces Yarell and Louis Féraud. The firm's worldwide distribution is impressive and broad-reaching, from Finland to Egypt, Morocco to Singapore, Japan to Venezuela.

While other German companies compete for the high-fashion sportswear look, Fink Modelle has taken a strong position on a more conservative, understated look for

Right: Fink Modelle's handsome, understated daytime look for fall. Below: Graphic, overall patterns for Lutz Teutloff's sportswear. Lower right: White-on-white style by Chamara.



the woman who wants quality without flash. Wearable, well-made dresses are a strong point in the Fink Modelle collection, as are handsome daytime suits and subtle and elegant evening wear. The sporty Yarell collection features knit sweaters, crisply tailored skirts and jackets—at realistic prices.

At L'Estelle, owner Jürgen Felser explains the success of his sportswear collection: "Fashion today is absolutely international. Each country has a different interpretation of sportswear, and German sportswear is of the best quality possible."

For the last 10 years, Germany has been L'Estelle's biggest market. Felser says that "the German woman is more receptive to fashion today because a woman today at 40 thinks younger and looks younger than she did 10 years ago. And," he adds, "the German woman who was always used to buying from France decided to take a chance on German designers."

L'Estelle does \$20 million in business worldwide, \$5 million of which is the result of sales to America in the first year of marketing there. Obviously the United States is a target market for L'Estelle, although Felser is cautious and notes that England is also an important market for his firm.

Felser knew a good designer when he saw one, and was smart enough to take Reimer Claussen under the corporate wing. "He is very talented," says Felser of

Claussen. "I think he has a wonderful future and we are being very cautious in how we market not only his collection but ours as well."

While it seems the contrary, not every ready-to-wear firm and designer in Germany offers a complete range of tailored sportswear. There are some specialists, and Kern, under the direction of Otto Kern, produces an impressive collection of shirts and blouses which has achieved much retail success in both Germany and the rest of Europe.

What Kern has achieved in Germany is unique in that the collection is often featured in specialty stores that carry only designer collections of sportswear from top designers in Germany, Italy and France as well.

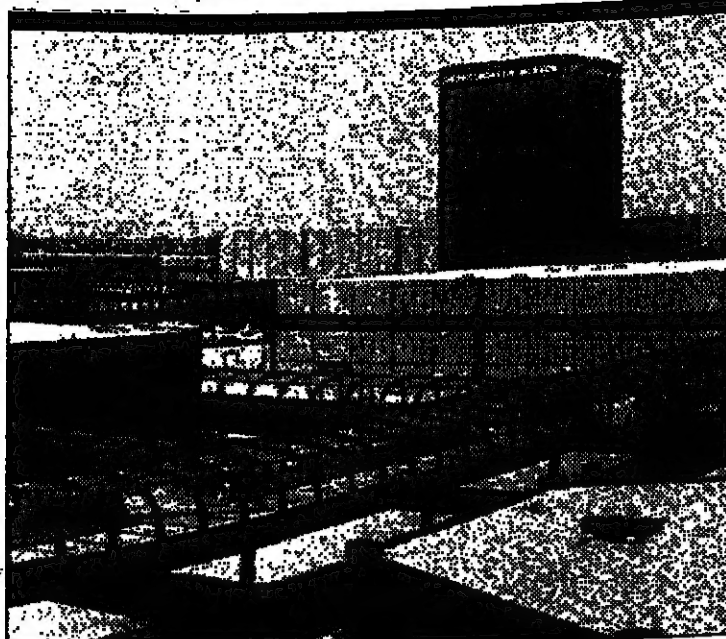
For Albert Fuchs of Chamara, the Munich-based sportswear firm has seen a yearly growth rate of between 12 percent and 15 percent in the 10 years it has been in business.

For five of those years, Chamara's well-made, high-style sportswear has been on the retail scene in Japan, and sales are up considerably there.

As with most German sportswear firms, Chamara sees the United States as the biggest potential market. To make the Chamara name better known there, Fuchs is planning to present a major show in 1986, supported by substantial print advertising.



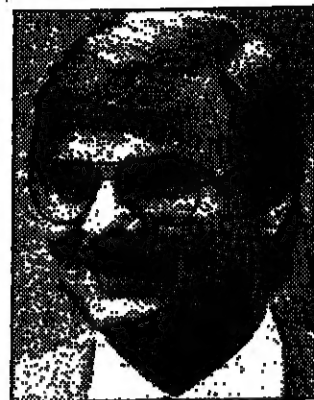
Fair Weather for Fashion Fairs



Left: A view of the Igdo Düsseldorf fairgrounds in 1980. Lower left: Manfred Kronen of Igdo. Below: Dr. Karl-Dieter Demisch of Munich Fashion Fairs.



German fashion designers and manufacturers may complain that, unlike the French and the Italians, they don't have much in the way of government support or promotion of their industry. They do have, however, three men who head up organizations bent on taking the German fashion message worldwide. Manfred Kronen, chairman of the privately-owned organization that produces Düsseldorf's Igdo; Karl-Dieter Demisch, the man in charge of Munich's fashion fairs; and Kurt Geisler, Berlin's fair chairman, have helped put German fashion on the map.



1949 there was a Soviet blockade so no cars or trains could enter Berlin. Kronen says that his father had the foresight to realize that there would have to be a new center for the fashion industry and he, along with a group of manufacturers, came up with the concept of Igdo.

Kronen credits Germany's success to quality, punctual deliveries, and its ability to adopt a certain "international flavor" in clothing that is easily understood and wearable. "With German fashion it is not a matter of a definite German fashion look. We are not always so interested in creating a look, but more an identity based on dependability. It must be working," he says, grinning. "Germany, after all, exports more clothing throughout the world than any other country and, to be realistic, retailers are in the fashion business to make money, not."

KARL-DIETER DEMISCH/Munich

As a managing director of the twice-yearly Munich Fashion Fairs and as sole director of the Munich Fashion Trade Fair, Demisch has played an important part in pulling together massive shows held on the 6-acre municipally-owned fairgrounds.

While Demisch does a great job of promoting Munich's numerous and talented designers, he also takes up the cause of German fashion in general and doesn't feel that his fair is in direct competition with Igdo (which runs a few weeks prior to Munich's fair), but is rather a complement to it.

"It is important that fashion be kept on the minds of the buyers, and often many buyers go to Düsseldorf to see the collections before committing to them and to Munich to place the orders. Of course there are many buyers who do not attend both shows, and so it makes sense for the same companies to attend both."

Like most Germans in the fashion industry, Demisch sees America as the land of opportunity. To help the German fashion industry further its cause in the United States, Demisch is planning to stage a major fashion show, most probably in New York, within the next year.

The city of Munich also sponsors a fashion award, presented at the March Munich Fashion Fair, which is awarded to outstanding international designers.

KURT GEISLER/Berlin

Unlike Kronen and Demisch, Berlin's Fashion Fair director, Kurt Geisler, has not only to forge new fashion paths, he also has to contend with his city's past as a thriving fashion center.

Berlin seems more international than most other German cities and, according to Geisler, "there is a big gap in the German fashion image" that he feels Berlin's designers are capable of filling.

"I think there are more over-the-top, less cautious designers in Berlin," says Geisler, noting the group that calls themselves the C.A.B. (Club Avantgarde Berlin). "They are part of Germany's fashion future as much as are the more conservative designers. But like most German designers, they use quality fabrics and manufacturing and they are not inexpensive, just younger-thinking and more directional."

What Geisler is intent on doing with his fashion fairs is to give Berlin's 70-odd designers and the rest of Germany's industry a chance to be seen. "In addition to the Berlin fair," says Geisler, "there are showrooms open in the city all year round where buyers can see Berlin's more experimental fashion."

In order to promote Berlin's fashion message, Geisler plans to take a Berlin fashion show to America. "It is our biggest export market and a growing one. England is also a very big market for Berlin fashion and German fashion in general. I think this is just the beginning for Germany's industry."

MANFRED KRONEN/Düsseldorf

Manfred Kronen is the man most people would agree has done more to promote German fashion than anyone else. As a young man fresh out of school, Kronen joined Igdo, the company his father founded in 1949 to present a fashion fair in Düsseldorf. Now, 26 years later, Kronen chairs the organization that presents the largest ready-to-wear fairs in the world.

Kronen's organization presents six shows a year. The spring/summer 1986 Igdo show, being held this week, is expected to present the collections of 2,500 to 3,000 international exhibitors and will draw buyers from around the globe.

Igdo stages "salons" with runway shows for crowds of 850 to view the latest fashions from both

German and international designers, depending on that season's presentation. In addition, Igdo showcases young designers and ready-to-wear firms, presents "shows-within-shows" such as the Boutique and Knitwear International fairs and swimwear and lingerie shows, and sponsors buyers' seminars. It also gives out an annual Fashion Future Award for new design talent screened from entries submitted by design schools all over Europe.

It is Kronen's tireless efforts to get the German fashion message out there that have allowed Igdo to enjoy a corporate identity in all the world's fashion markets. Igdo has press offices in seven countries and 36 representatives worldwide, and operates a subsidiary company, Düsseldorf Trade Shows, which is located in New York.

Kronen says that Igdo exists "because of the situation after the war. Berlin was the original fashion center of Germany, but in

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GERMAN FASHION COMES OF AGE

German-designed and produced fashion has long been a part of the European fashion scene. Germany is, in fact, the world's largest exporter of clothing, with close to \$1.5 billion in sales to other countries and nearly \$8 billion in total sales per year.

What Germany has not always been known for in the past is an image or tag by which the rest of the fashion world can identify German fashion. Quality, competitive prices, excellent fabrication (interestingly enough, mostly from Italy), exacting fit and production and careful attention to deliveries have always been what Germany has been noted for.

In the past five years in particular, German ready-to-wear firms like Mond and Escada have brought the German fashion message to the fore: that Germany has significantly more to offer than just classic tailored sportswear that is well-constructed.

Germany has embraced the American marketplace with fervor, and successfully so. In 1984, sales to America (which were up 92 percent) accounted for over \$19 million.

Over the past 10 years German women have broken the habit of perceiving only French

and Italian designs as fashionable. Because of the proliferation of talented German designers and better fashion communications within the country as well as increased German tourism around the globe, the German woman has begun to see that what designers and manufacturers at home have to offer is competitive with what is out there in the rest of the world.

This surge in German consumerism has, according to many designers and manufacturers, begun to decline over the past two years. Many feel that the Deutsche mark has to go further these days, not because of a decrease in spendable income, but because there is a greater variety of interesting things for the German consumer to buy.

Those firms that take a more aggressive, image-conscious approach to fashion at home seem to be weathering the competition nicely. This approach has proved to be the answer in gaining a foothold within the export market as well.

For most designers and ready-to-wear firms, the entry into the highly lucrative American market has been through showing at the successful German fashion fairs



Clockwise from above left: Design by Claudia Skoda, of Berlin; Manfred Schneider's "New England Style" for winter 1985; Karen Pfeiffer's elegant sweater styling; daytime look by Munich's Jürgen Weiss; checked tweed layering by Jil Sander.

such as the giant IGEDO in Düsseldorf, the Munich Fashion Fair and the smaller Berlin Fair. It is at these fairs that the international buyers have been introduced to a broad range of German (and international) firms. They have steadily increased their orders over the past several years and have found German sportswear, in particular, to perform extremely well in markets as different as England, Italy, Switzerland, Belgium and the United States. For most firms, France is the last holdout when it comes to exporting, and while Japan is often eager to receive German-made fashion, the Germans—always careful to keep control of their enterprises—are not as aggressive in the Japanese market because of the intricacies of doing business in Japan.

Unlike other countries, Germany has no real fashion center, and this may account for its inability to project a specific image. Although Düsseldorf is the site of the biggest fashion fair, not all the best talent comes from that city. In Munich there are a number of talented designers and there are a few in Hamburg (Jil Sander, perhaps the best known of all German designers, is based there). In Berlin, the once-powerful capital city, there are a number of very good designers, including the new group of talented designers who call themselves the Club Avantgarde Berlin.

Unlike in other fashion centers of the world, where designers most often do the designing and business partners or corporate figures run the business end of the

operation, many designers like Jil Sander and Jürgen Weiss prefer to run the whole show themselves. If they don't actually do the designing, they often oversee it, as in the case of Lilo Fink.

Other designers realize that what they do best is design, as in the case of Wolfgang Joop, a designer who has an impressive group of licensees as well as his own designer label. Berlin-based Reimer Clausen, one of the most promising German designers, has paired up with Jürgen Felsner of L'Estelle, a very successful ready-to-wear concern. Beatrice Hymppendahl has joined forces with

Loden Frey, the giant of traditional tracht or folkloric German fashion. Hymppendahl designs a collection for Loden Frey, and the firm in turn handles the production of Hymppendahl's own designer collection.

Potential is very much what German fashion is all about. Considering Germany's success as an exporter, one would be foolish to say that Germany is an untapped source. What Germany has done, for the most part, is deliver the best-quality clothing at competitive prices to a discerning consumer. What Germany can possibly do in the future remains to be seen.

Y

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A street guide to Germany's fashion capitals

BERLIN - This is a city with a truly cosmopolitan flavor. The boutiques here are younger and trendier and the fashion definitely international. No trip to Berlin would be complete without a trip to the Wall and into East Germany, where the contrast is immediate and penetrating, especially in terms of what is available to the East Germans in consumer goods and services.

The Kurfürstendamm is West Berlin's main street, filled with international eateries, boutiques and cafés. Be sure to give yourself at least an hour to see the store called Ka De We, which roughly translated means "just like the West." The sixth-floor food hall features virtually every kind of fresh and packaged international and German foodstuff, as well as delightful little bars at which to enjoy the fare. Ka De We also features top-name German designer clothing as well as some of the top Italian and French designer collections.

One of Berlin's most interesting restaurants is located just parallel to the Kurfürstendamm on Kurfürststrasse. The Paris Bar Restaurant not only serves excellent food in a bistro-like environment, but is a feast for the eyes as well. There is an ever-changing collection of contemporary German artists' work hanging on every available inch of wall space.

DÜSSELDORF - Charming and attractive, Düsseldorf combines the richness of the Old World with a surprisingly modern fashion touch. Its Steigenberger Parkhotel has some of the loveliest rooms in Germany. Within walking distance of the hotel is the Königsallee, where lovely cafés and retail shops flank a park and the river.

The KG Center offers a variety of good international boutiques including Kenzo, Chanel and Jil Sander, and a good pasta restaurant called La Terrazza. Just down the Königsallee is KG 9, a young, trendy shop for juniors. On the same side of the street is Biddhoff, the shop that many German designers consider to be one of the

finest in Germany. Here a wide variety of Italian and French designer collections can be found, as well as a good selection of Germany's leading designer wear.

Cross to the other side of the Königsallee and you'll find Thinkhouse, another shopping gallery, offering a variety of attractive boutiques including Knutscheid and MCM status leather goods. Close by there is the WZ Center, where you'll find Carlier and Yves Saint Laurent as well as Charly's, a fun nightspot.

If it's crowds and beer you want and you are there on a Friday night, head up the Heinrich-Heine-Allee and you'll find hordes of people, young and old, swigging beer and downing local bratwurst. Some more sophisticated restaurant choices include La Capannina for excellent Italian food, Dai-Tokai for Japanese, Orangerie (possibly the best restaurant in Düsseldorf), La Polinière for delicious French cuisine and Schiffchen for those who want typical Düsseldorf fare.

FRANKFURT - In the downtown area nightlife tends to be rather quiet. The Goethestrasse offers some interesting boutiques, and the side streets running parallel to

it also have international shops such as Yves Saint Laurent and Charles Jordan.

Some suggested restaurants include Bistrot for French cuisine, La Galleria for Italian food and the French restaurant in the Frankfurter Hof.

HAMBURG - With beautiful private houses, tree-lined streets and delightful waterside cafés, Hamburg is one of Germany's most cordial cities.

Shopping here is excellent, especially for shoes, which range from modern and trendy (and inexpensive) to classic, conservative and very well-made. Walk down the Calowstrasse, where there are any number of tempting shops and cafés, and follow what is known as the Virgin's Path on the Jungfernstieg where there are cafés perfect for people-watching. Be sure to go into all the covered malls as well, because here you will find some terrific shops with attractive items for the home and bath as well as fashion shops.

MÜNCHEN - In this most Bavarian of cities one can't miss most of the best shops by heading down the Marienplatz, Amnplatz or the Maximilianstrasse, where all sorts of international boutiques abound, from Missoni and Guy Laroche to Hermès and Chanel. Be sure to stop at Loden Frey on the Promenadeplatz for the best in ethnic and classic sportswear and at Mandel, close by, for the best from German designers.

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FORTUNES IN THE FUR TRADE

Shopping for a fur coat can be one of the most pleasurable experiences in a woman's life. However, sometimes the choices are not always that vast, as is the case in most American fur salons.

Not so in Germany, where shopping for a fur, or *pelze* as it is called here, is unlike shopping for fur anywhere else in the world.

While most of the German fashion industry focuses on producing top-quality tailored sportswear, German fur designers and retailers are quietly—or in the case of Rieger Furs, Munich, not so quietly—amassing fortunes in the fur trade.

At Rieger, shopping for fur is like being allowed to select a Mercedes-Benz at the port of entry in the United States; the variety and sheer number from which to choose are staggering.

Hundreds and hundreds of coats—all of one variety of pelt, mind you—displayed on seemingly endless racks make Rieger one of the giants, if not the giant, of fur retailing.

If you are looking for a superb-quality Blackglama mink, for example, be prepared to try on at least 50 in your size. Exquisite Ermbas, luxurious long-haired lins, delicious dark ranch minks, femme-fatale pastel-dyed fox—you name it, Rieger has it. And at prices well below what one would have to pay in America.

Sometimes, as in the case of Gerson Furs, Frankfurt, one can find the most luxurious of mink coats at less than half the price one would pay for the same coat in the States. Says Egon Gerson, owner of the 33-year-old manufacturing and retail house: "Our average mink coat costs approximately 8,000 to 12,000 Deutsche marks, meaning that for under \$4,300 a woman can buy an excellent-quality mink coat that would cost her two to three times that in America."

According to Gerson, the strong American dollar makes German fur coats an incredible bargain for American consumers, but it also accounted for an almost 30 percent increase in the price of mink this year—minks which, like all the furs German furriers use, have to be imported from other places, like Scandinavia, the Soviet Union and even the United States.

To Gerson this increase meant a decrease of 20 percent to 30 percent in his middle-price-range coats, most of which he sells to his German clientele.

At any given time Gerson stocks anywhere from 6,500 to 7,000 mink coats, all of which are produced—as are all of Gerson's furs—on the premises. Upstairs at Gerson's one finds piles and piles of mink skins, American bobcat pelts, Persian lambskins, silver fox, shadow fox, muskrat, American coyote and other first-quality furs, including a small selection of leopard pelts, which Gerson explains have been in-house for a long time and are used only to repair coats that clients have had for years.

"Conservation," says Gerson, "seems less on the minds of people today than it was a few years ago." There is little demand, he says, for fake fur, and he stresses that the furs he uses are either ranch-bred or strictly controlled by the wildlife or fish-and-game departments of the various countries he buys them from.

Gerson says that for his customer a designer's name is not important when it comes to fur coats. For designer/manufacturer/retailer Ralf Schulte, that is definitely not the case.

Close to 90 percent of Schulte's business is in manufacturing furs, which are designed by his team in his studio located in a multistory building he recently purchased in Frankfurt's fur district.

Nearly 40 percent of what he

produces is sold to Germany and the rest is exported worldwide, with America followed by Japan as his largest markets.

While Gerson takes the more luxurious approach to furs, Schulte's strength lies in his ability to design contemporary, high-style furs in a variety of pelts, either by themselves or in combination with

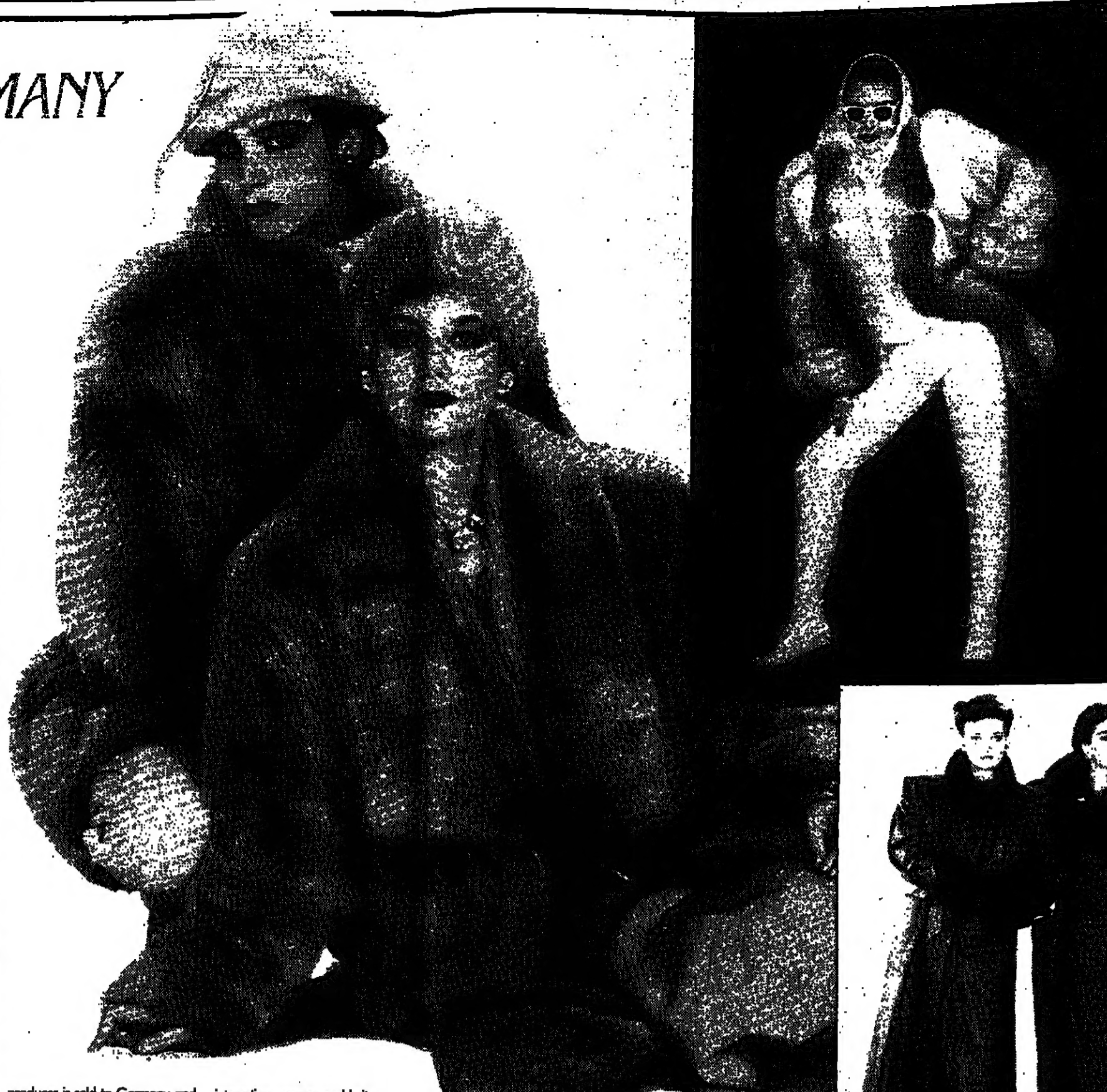
interesting weaves and knits.

Schulte often takes his furs on the road, so to speak, and shows in Tokyo, Paris and in New York as well as at home. Recently he won the Golden Samovar award, presented by the Soviet government for excellence in design of furs of Soviet origin.

Schulte's collection features

over 200 different styles with a broad price and style range. His inventive designs for the upcoming season include a group of dyed, sheared rabbit jackets which, from a distance, look like beaver, as well as his creative use of fur in

combination with sequins for an unusual look in evening jackets. His leather-and-fur combinations are strong sellers and his use of parachute silk or cashmere with fur are very new as well as saleable.



Left: Grey fox styled by Gerson.

Far left and below: Models from Ralf Schulte's 1985-86 collection.



Timely, Traditional Loden Frey

Historically speaking, there is no firm that symbolizes true German fashion more than Loden Frey, the 143-year-old Bavarian company best known for its *tracht*, or ethnic, folkloric fashion.

Bernhard Frey carries on the family tradition, begun in 1842 by his great-grandfather, of manufacturing the best *tracht* clothing available anywhere in the world, using the finest wool loden cloth available.

Frey entered the business in 1959, at a time when *tracht* fashion was perhaps considerably more popular. But even today, according to Frey, most German women have a loden coat, jacket or some other article of clothing made from loden in their wardrobe.

While Loden Frey has managed to retain the untarnished image of a firm dedicated to creating expertly-tailored loden cloth and traditional clothing for men, women and children, it has also managed to update its collections from season to season in order to add a contemporary look.

This season Frey has taken an even greater stride toward modernity by signing on Düsseldorf-based designer Beatrix Hympeidahl. "I will be doing a sportive, modern, casual collection for Loden Frey at a moderate price range," she explains. Hympeidahl's entry into the marketplace with Loden Frey's sportswear collection was the result of her agreement with Loden Frey to produce her designer-label collection as well.

"There are few firms that are better makers than Loden Frey," says Hympeidahl from the company's Munich headquarters. "My association with Loden Frey has given me the freedom to design my collection and not to have to worry about production and the business part."

Bernhard Frey reports that the firm produced a test collection that was very well-received. "It encouraged us and we are going ahead with it full strength."

While the United States has long been a Loden Frey customer, especially in shops that handle sportswear and outdoor gear, Frey says he is not going to go after the American market aggressively by blitz advertising or by looking to set up Loden Frey departments



Left: Loden Frey sportswear for winter 1985-86.



Right: Beatrix Hympeidahl's sportive, casual design for Loden Frey.

up not only on much of Loden Frey's collection, but in the collections of other top designers as well.



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German Textiles Bounce Back

Germany is one of the world's top suppliers and markets for textiles. The latest comparison by the General Association of the Textile Industry in Germany (Gesamttextil) shows German worldwide sales of textiles and clothing amounting to \$8 billion, second only to Italy (\$8.7 billion). The recently high-flying dollar has put the United States in first place among the world's importers, with \$13.7 billion in imports compared to \$11.8 billion for second-place Germany.

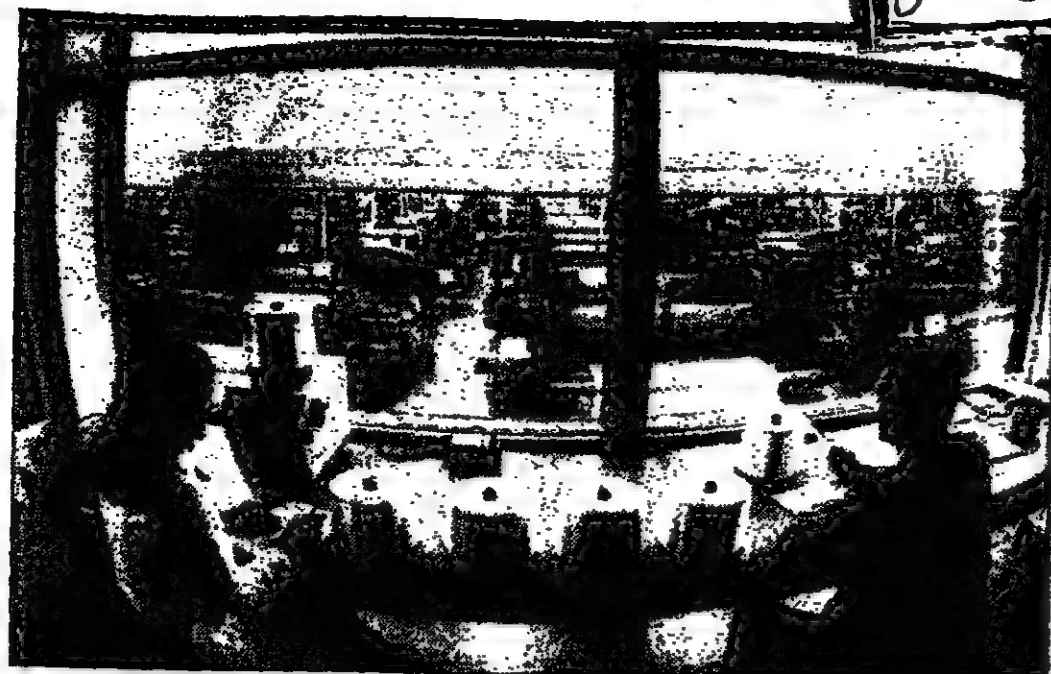
Double-digit growth was enjoyed by German textile and clothing exports in 1984 (15 percent) and through the first five months of this year (12 percent), the latest period for which figures are available. At the same time, imports gained by 13 percent in 1984 and 6 percent through May 1985, leaving this country a net importer. In 1984, Germany bought more imported textiles and clothing, at a total of 8.7 billion Deutsche marks (then worth \$3 billion), than it sold abroad.

About a third of the value of Germany's textile imports is of low-priced goods (in volume terms, they amount to half), a factor that has changed the face of the German industry and indeed nearly destroyed it. This is why the Textile Association is calling for an extension of the Multi-Fiber Agreement, which expires next year. All member countries in the European Economic Community as well as the United States and Japan also want to renew the MFA, which was enacted 11 years ago to allow Western industrial countries to restructure their threatened domestic industries while the flood of low-cost imports from developing countries was kept in bounds.

Major Customers

The EEC remains the major customer for German textile exports, buying 53 percent of goods sold outside Germany in 1984. The biggest buyer in the Common Market (and Western Europe as well) in 1984 was the Netherlands (accounting for over a quarter of sales in the EEC), followed by France, Britain, Belgium/Luxembourg and Italy. German exports within the EEC last year totaled 12 billion marks (\$4.2 billion).

The second major export market is the European Free Trade Area (EFTA), which includes neighboring Austria and Switzerland as well as most Scandinavian countries. Exports to EFTA reached 4.9 billion marks (\$1.7 billion), with



Left: A state-of-the-art textile production plant outside Frankfurt. Below: Automated weaving machines work around the clock in this German plant.

Austria and Switzerland the leading markets.

In third place is Asia, with 1 billion marks (\$350 million), headed by Japan, Saudi Arabia and Hong Kong.

The United States is also an important market for exports, buying 689 million marks (\$241 million) last year as part of the great surge of imports stimulated by the strong dollar. For German textile manufacturers, they represented a 53 percent gain (in marks). The German industry does not expect such gains to continue as the dollar declines against the mark and German products are no longer artificially cheaper in the United States. However, continuous, long-term increases in sales to the United States are anticipated.

In imports, Common Market countries also hold the biggest share (14 billion marks or \$4.9 billion), led by Italy and followed at a considerable distance by France, Belgium/Luxembourg and the Netherlands. From Asia come goods worth a total of 7.6 billion marks (\$2.6 billion), most from Hong Kong.

Recovery

The present state of health of the German textile industry has been won at a high cost. In 1970, forecasts saw hardly any future for textile manufacturing in this country—or other Western industrial nations—because high production costs made it difficult if not impossible to compete with low-wage countries. The German industry went through a severe shakeout. Some 900 textile com-

panies went out of business, at the cost of almost a quarter of a million jobs.

This branch, which was pronounced dead years ago, has revived itself. Gesamttextil president Ernst-Günter Plutte declared in a recent speech. The industry has shown an ability to adapt and undergo structural change while maintaining oil but close to 90 percent of its output," he said.

The industry sees its future resting on three pillars: modern production technology, creativity and strong export sales, according to Ernst-Heinrich Stahr, chief economist of Gesamttextil.

"Foreign customers know that German textiles and clothing makers can be relied on to meet their delivery dates and the products will be well made," he said. "Germany is known for its good cutting and designing of textiles, especially in the United States. Firms are making great efforts to sell in the United States. Germany has been in the shadow of Italy and France for textiles and clothing, but now the situation is better."

Companies such as Freudenberg, Germany's largest textile maker, as well as Vatter & Pölme (maker of Belinda hosiery), Falke and Wilhelm Bleyle have acquired worldwide reputations.

Nino - a German Name

"Some German company and brand names are not recognized as German," said Liselotte Goss, of Gesamttextil's international section. Italian and French-sounding names have long dominated the international market.

A classic example of this is



Nino, one of Germany's largest textile manufacturers.

Nino is an acronym of the first two letters of the founder's name, Bernhard Niehues, and the town where the company started and its headquarters are still located, Nordhorn. Niehues and his partner, Friedrich Dilling, started their textile mill in that 600-year-old town near the Dutch border in 1877 with 30 employees. The founder's only son, Bernhard Nie-

hues Jr., who died last year at the age of 75, had been active in the firm up to 1982, the last ten years as majority stockholder and chairman of the supervisory board. It was his plan to turn Nino into a public stock company, an event that took place at the end of last year under Dr. Walter Ferner, chairman of the board.

In its first report as a public company, Nino AG had in the business year ending in March

1985 total group sales of \$132 million marks (currently \$186.6 million), exactly 50 percent earned from exports. The company has almost 4,000 employees. Although Nino customers are located in 60 countries around the world, the bulk of its exports (70 percent) goes to Western Europe.

Nino turns out clothing materials as well as interior and furnishing fabrics, a print collection and a range of woolsens. In any one season, the company's offerings may contain as many as 7,000 to 8,000 different products and designs. Its finishing department can treat 2,300 different materials and patterns simultaneously.

Multi-Fiber Agreement

For German textile firms in general, survival lies across the borders, in international sales.

"Consumption in Western Europe and Germany has reached saturation," Mr. Stahr said. "Imports are increasing in Germany. So German manufacturers must export. Foreign new orders are improving faster than domestic new orders."

German textile firms need the MFA, he said. "There is a mistaken idea that the MFA reduces imports from the Third World. Imports can continue to increase under the MFA. It only prevents unlimited growth. The advantage of the MFA is that our industry can make definite plans and developing countries know they can sell certain amounts of goods to industrial countries. MFA has obligations for both sides. MFA is certain to be renewed. The key questions are how open will the markets be and how long will it be renewed for. There are very different opinions internationally."

He added: "There is a certain general need for state help for industries to start up in genuine Third World countries. But this does not apply to the so-called newly industrialized countries, the NICs, which in the textile field are really industrial countries. There is no need for them to subsidize their exports or not to open their domestic markets. Countries like Brazil, South Korea, India, Turkey and Taiwan could buy our textile exports. The MFA is the lever to realize this. Taiwan is not part of the MFA but it must open its domestic market. It is producing high-quality exports so it needs high-quality supplies."

"As the same time, industrial countries like the United States, Canada, South Africa and Australia have high tariffs on textiles, almost twice as high as the EEC's."

Favors Farmers

Mr. Stahr said the EEC has not been putting pressure on these countries because it is concentrating on farm products. "The EEC tends to favor agriculture at the cost of industrial goods and textiles," he stated. "We feel that textiles should no longer pay for the EEC farm policy."

The German textile industry also considers it has not received appropriate support from Bonn. The German federal government is content to maintain a liberal trade policy and tells companies,

in effect, "take care of yourselves," Mr. Stahr said. But, in his view, Bonn "cannot be indifferent to whether other markets are open or not."

Gesamttextil president Plutte has called on Bonn's Economic Minister Martin Bangemann to see that Germany takes an active role in renewing the MFA and in supporting the EEC's "apparent" position that it will no longer approve textile subsidy programs in Common Market countries.

Mr. Plutte has also urged Bonn

and trade union officials to allow textile companies that are in a position to do so to maintain production 24 hours a day, seven days a week. According to Mr. Plutte, this would affect only about 8,000 of the industry's 230,000 workers.

Such a move is necessary, he explained, because textile machines are in operation 8,500 hours a year in Hong Kong, almost as long in South Korea and 6,900 hours a year in the United States, but only 5,500 in Germany.

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GOLD-PFEIL TARGETS LEATHER

When it comes to the finest-quality leather goods, there are few firms that can compare with Gold-Pfeil. Throughout the world, the name stands for superb hand-craftsmanship, premier-quality materials and classic styling.

"We are interested in one thing at Gold-Pfeil," says Dr. Helmut Ziegler, vice president of marketing for the 129-year-old family-owned firm. "We are committed to creating excellence in leather goods that are considered to be among the best in the world."

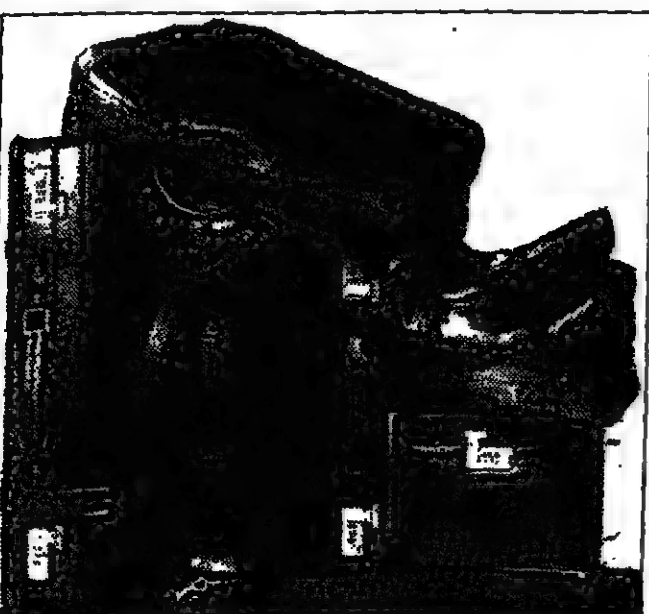
This message is no doubt an echo of that voiced by founder, Ludwig Krumm, who first established the Offenbach-based firm with the aid of his seven sons and five co-workers. The firm began making — by hand — purses and wallets, which were marketed in Germany and Eastern Europe.

By 1881 the employee ranks had grown to 200 workers, and the firm had established a monopoly in the British market. By 1906 Ludwig Krumm AG employed 1,000 people and 85 percent of its production was exported.

In 1928 the firm merged with Langhardt Brothers Co., with Krumm maintaining its status as a family corporation. It was a beneficial partnership for both families and endured until 1943 under the Gold-Pfeil name after the firm's director, Heinrich Krumm, spotted a train in London's Victoria Station in 1929 with the name "Golden Arrow."

World War II almost wiped out the company, but by 1950 it boasted exports to more than 35 countries. By the late 1950s Gold-Pfeil had a healthy export business representing 20 percent of total turnover, with the United States as the most important export market.

With sales growing throughout Germany, Europe and America, the firm, under the direction of Klaus Krumm and Dr. Heinrich Obloth, made the decision to open its first out-of-country boutique in Paris in 1977. Following the success of the Parisian operation, Gold-Pfeil has taken an aggressive stance in opening boutiques and stores throughout the world



Above: Rugged, casual styling for the Gold-Pfeil Caracciola collection. Left: Models from their classic Sport line of leather goods.

and today there are Gold-Pfeil stores in Tokyo, Hong Kong, Singapore, Madrid, Zurich, Geneva, London and in Florida.

The firm owes most of its success to its excellent product line and spirited promotion and advertising. The Gold-Pfeil name appears on three collections, which

offer a complete range of leather goods.

The Sport collection, the biggest-selling export line, features handsome, classic English accessories and bags handcrafted out of leather specially treated to have the look of an old English leather armchair. Each item is handcraft-

ed in that one person actually assembles and finishes each piece. This applies to everything that Gold-Pfeil makes.

The Caracciola collection, which is named after the legendary driving ace of the 1930s, Rudolf Caracciola, is inspired by his rugged, pioneering spirit and

unconventional sportsmanship. This is a collection for those who prefer more relaxed, casual styling in leather goods, and features a wide selection of items in an earthy, natural, shrink-grained leather that is very popular with the American market.

The Pegasus Club collection is the firm's high-fashion line, although it is still extremely traditional and maintains the classic look the Gold-Pfeil customer has come to appreciate. Geared mainly to the professional traveler, the collection includes a variety of men's and women's attache cases, functional yet feminine ladies' handbags, passport cases designed to accommodate travel documents, handsome and durable luggage and a range of very sophisticated desk accessories.

This past year Gold-Pfeil entered the fashion accessory arena in grand style by licensing Jil Sander. Typical of the firm's desire to keep strict standards of excellence and yet develop in new, untapped areas, the blending of Germany's best-known fashion-design house and best-known leather-goods house has already proven to be a winner for both partners.

Gold-Pfeil's total collection, save for some lightweight, non-leather luggage, is manufactured in Germany and made from German-tanned hides which are, according to Dr. Ziegler, of the choicest quality.

The company sees its future in exports and retail operations. According to Dr. Ziegler, Gold-Pfeil is actively seeking "partnerships" to establish retail operations abroad and within Europe as well.

With over \$33 million in sales and an expected growth of 25 percent for exports in 1985, exports appear to be the firm's main concern.

The strength of the dollar has been a plus for the firm and America remains the biggest potential market, with Japan showing strength and the Arabian countries showing a substantial increase of 8 percent to 9 percent within the last year. Even if the dollar drops Gold-Pfeil should, according to Dr. Ziegler, remain unaffected. "We will always be competitive price-wise and, it goes without saying, quality-wise. We don't sell to discounters, so retailers know they can depend on Gold-Pfeil to maintain a steady image of excellence."

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Princess Jumps Into Fashion With Fresh Swimsuit Collection

International Herald Tribune
MONTE CARLO — Smiling and blushing, the designer came out after the show to get her kudos, then jumped into the pool, bouquet and all. A ruling prince (her father) and a prince and prin-

HEBE DORSEY

cess (her sister and brother) applauded madly, along with some 200 well-wishers — le Tout Monte Carlo.

No ordinary fashion show, this marked the fashion designing debut of Princess Stephanie, the infant daughter of Monaco's ruling family.

Held last week at the California Terrace pool next to the Hotel de Paris, the presentation of the princess' first swimsuit line, called "Pool Position," was not completely a debut. Stephanie has had some exposure to fashion — a couple of seasons ago, she spent a year and a half at Dior, as an assistant to Marc Bohan, then tried her luck at a modeling career, a short-lived effort that was opposed by her father.

But this was her first effort to show her designing talents, along with a friend, Alix de La Combe, whom she met at Dior. The results were fresh and professional and denoted a vivid understanding of sun and sea as well as a feeling for design and an eye for color.

The collection, which ended with a bride in a white swimsuit and veil, included evening swimsuits of water-repellent velvet and Lurex. Nudity was out, except for being cut provocatively high at the thigh, reaching to the waist in some cases, these were not naked styles; and

yet, if anything, they made Brigitte Bardot's bikini look passé.

Cut within an inch of the figure, these suits were a challenge that only very young and very firm figures could support.

Prints too, especially the current popular splashes of tropical flowers, were out, because, as Stephanie said after the show, "We couldn't find any we liked and besides, they get out of style too fast."

Worked around a bold combination of black and fluorescent colors, some of the designs were like short-sleeved frogman suits in black leather-look fabric. Others came up to the neck but bared the shoulders. Some were worn over differently colored tights, a fashion established earlier.

Princess Caroline wore white tights the evening of the showing, with a T-shirt and an embroidered Hawaiian shirt.

Many suits featured tightly draped and sexy miniskirts, which came off at the flick of a Velcro band, or jersey robes, some of which were in black and white checks like Formula One racing flags. (The name Pool Position is a play on "pole position," the prime starting spot in an auto race.)

The only two-piece swimsuits featured bras and diaper-like pants, with bright fluorescent fronts and black backs.

The presentation of the collection, which included male models who were dressed by the girls and pushed into the pool, was as playful as Stephanie herself, who later celebrated with her friends by dancing until 5 A.M.

This move is a definite change of image for the conservative Monaco. With Princess Caroline's hus-

band, Stefano Casiraghi, very involved in fashion (he owns one-third of the Dior boutique franchise in Monte Carlo), there is distinct competition for Stephanie in this family.

Monte Carlo is also experiencing a face lift as many young Italians, attracted by Casiraghi's business acumen, have invaded the principality.

The collection marked the determination of the young princess to strike out on her own. She said after the show: "The most important thing is that we did it all ourselves. In the beginning, nobody believed in it. We could have asked for professional help," she added — Bohan and Karl Lagerfeld, a Monaco resident, are both good friends, and attended the show, "but we didn't want to. The whole creation was ours."

Asked how he felt about his daughter tackling a career and getting into the fray, Prince Rainier said: "It's a challenge. I can be a good father but I'm a lousy mother. For a girl of 20 — she'll be 21 next February — it will be difficult to face all these problems. But she has a lot of character and stamina, and I hope she'll come out all right."

Why did the two budding designers choose bathing suits? "We both like to swim and we could not find anything we liked," said Stephanie.

She is responsible for the creative side while de La Combe, who is about the same age as Stephanie, tends more to administrative matters.

Asked how they got started professionally, Stephanie answered: "We picked up the phone book and looked for swimsuit manufactur-



A design from Princess Stephanie's swimsuit line, Pool Position, above; the princess in her modeling debut earlier this year.



The Associated Press

ers. We finally settled for Nautic, a house that also makes Dior and Scherrer's swimwear.

A number of friends pitched in and helped. Karin and Best One, two modeling agencies, lent the models, for instance, and Jean Barthelet designed the huge and amusing beach hats.

The collection included 70 different models of suits. They will be on sale by next spring. They young designers plan to be on hand with their collection at the ready-to-wear showings in Paris in October.

Prince Rainier, who was the first one to see the sketches, said he found the show exciting.

"I thought the presentation was good, young and amusing, with a few little mistakes," he said. "Even when I saw the drawings, I was impressed that it was not the very short suits, you know, the strings, but rather classic suits."

As for the hottest topic in Monte Carlo — the alleged romance between Prince Rainier and Princess Iria von Furstenberg — the answer from the palace is: "No comment."

Velvet Slippers Leave Home, Find the Way to Wall Street

New York Times Service

NEW YORK — After padding around the town house all these years, at-home velvet evening slippers for men are stepping outside. Stylishly, too, as befits footwear that retails in the vicinity of \$100 a pair.

Heretofore, the English-made slippers were usually worn by the hosts of elegant little dinner parties or they might show up, coordinated with white flannels and ascots, on fashion-conscious guests at occasional cocktail parties in resort areas, such as the Hamptons.

This summer, however, they have been turning up in broad daylight, sometimes on men who wear them with blue jeans. And, according to one shop owner, some of his customers are wearing the slippers to Wall Street.

At Dunhill Tailors in Manhattan, where the slippers are available in navy, burgundy and emerald, in addition to basic black, David Proudfoot, the store manager, said, "Within the past six months or so

there has been a definite increase in the sale of velvet slippers, especially to younger customers, and now even women."

Slipper prices depend on the style of motif or monogram (in gold thread) one chooses.

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VCR Lament: Some Movies Cry for an Audience

By Esther B. Fein

New York Times Service

AFTER several years of enjoying the status of being a high-tech toy for the rich, a thinking man's answer to television and a home appliance whose importance is surpassed only by the refrigerator, the videocassette recorder is finally vulnerable to complaints.

For the longest time it was considered inappropriate to criticize the device that could bring you "General Hospital" at night, "Hill Street Blues" on the weekend and Alfred Hitchcock whenever you wanted him. But familiarity has bred discontent, and some people are beginning to admit that there are indeed drawbacks to watching movies at home.

There are grievances about the popcorn (it doesn't taste the same when you pop it yourself), sighs about screen size and lamentations about the interruption of phone calls. But most of all there are regrets about the absence of an audience.

The home-movie-watching population, it seems, is lonely. "A lot of times funny movies are just funnier in a theater with lots of people laughing around you," said Wendell Kushner, an account supervisor at a Washington advertising agency. "It's fun to be in a crowd of laughing people."

Kushner said she was not sure if it is the group mentality of an audience that causes contagious giggling in the theater, or that people are embarrassed to hear their own laughter reverberate off the dining room table when they watch a movie alone at home. But she refers to the movie "Caddyshack" as a case in point.

"We saw that in the movies and we laughed hysterically, everyone did," she said. "Then we told friends of ours to rent it, and they watched the whole thing and didn't crack a smile. Some movies just call for getting out in a crowd."

Comedies, horror movies and cult films rank high among viewers as the kind of movies better seen in the company of others.

Bruce Young, a Manhattan lawyer said, "Audiences are key for horror movies. Screaming isn't the same when you're alone."

And Woody Allen fans will tell you that to see "Annie Hall" or "Manhattan" at home, when you live in New York, is to miss half the show.

Jody Kean, browsing through the racks at a New York video rental store, said, "When I saw 'Broadway Danny Rose' there was this older woman sitting behind me, you know the kind with the big pocketbook. Well, in one scene, Woody Allen is eating in the Carnegie Deli and this lady turns to her friend and says, 'I still think the corned beef is better at the Stage.'"

Some people, like Young, say

are numerous. Among the most popular are the ability to sit in bed in a mound of pillows, the frugality of not having to pay a babysitter and the freedom to press "pause" and go to the bathroom.

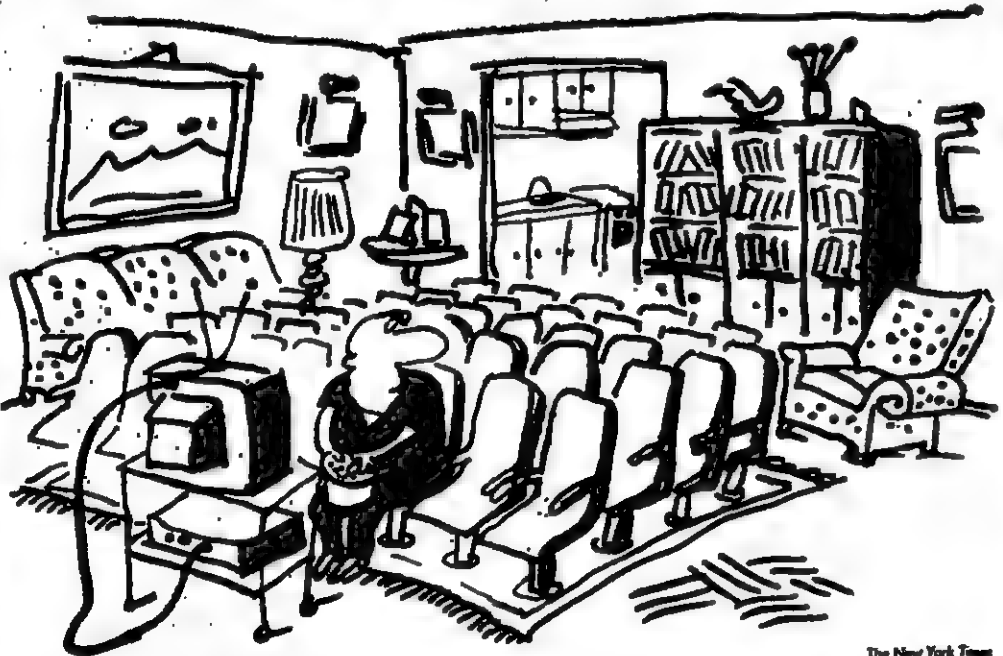
And there are some VCR owners who say the lack of an audience is actually the main appeal of owning a unit. One Manhattan woman said that when she gets depressed and pops in her tape of "Gone With the Wind," she rather prefers that no one else watch her whimper and cry.

Aside from the complaint of au-

dience hunger, the most common mutterings are about the size of the television screen. Jack Nicholson lifting his bedraggled face in the opening sequence of "The Last Detail" on a 19-inch (48.6-centimeter) screen — or even a 30- or 40-inch screen — does not have quite the same effect as Jack Nicholson swaggering in canary yellow in "Prizzi's Honor," spread across 30 feet (nine meters).

The former evokes mild smirking; the latter, uproarious laughter. "You lose a lot on the box," said Barbara Levy, a screenplay developer for a Los Angeles film production company. "When I go to the movies, I sit in the third row on purpose. I like to be absorbed and involved. There's something magical about a theater that a box can never do for you. Especially any film with special effects, or an interesting and luxurious setting, is going to lose that texture on a television."

Levy also noted that the theater offered the "immediacy of what's out there now." Working in the film industry, she said, she tends to "gravitate toward the current."



The New York Times

How can you overhear something like that in your living room?

Not everyone agrees, however, on the value of audience participation to the movie experience, and certainly the sales of videocassette recorders would indicate that people are willing to forgo the communalism of a theater for the convenience of home. Industry analysts say that one million VCR units are sold every month, and they predict that by 1988, 65 percent of all households in the United States will be video equipped.

The advantages of home viewing

they have been spoiled by watching at home and "no longer have the same tolerance for other people" when they go out to the movies. "It drives me crazy now," he said, "when I'm in a theater and people are whispering to each other."

While Young may enjoy the quiet of having no audience, there are others who savor the freedom to talk that it provides. "You can make all kinds of snide comments without fear of insulting an eight-foot person sitting behind you," said Dr. Ira Nash, a Boston physician who recently succumbed to what he described as "peer pressure" to own a VCR.

When videocassette recorders were first introduced to the mass market, watching movies at home was indeed a group experience similar to when people first got television sets in the 1950s.

"Two years ago it was a big so-

Chinese Groups File Suit on Film

The Associated Press

LOS ANGELES — A coalition of Chinese groups has filed a \$100-million libel suit claiming that MGM-UA studios falsely depicts Chinese as drug dealers and murders in the film "Year of the Dragon."

The suit seeks a court order to halt screenings of the Michael Caine film, which has spawned widespread protests over its portrayal of Chinese-Americans in New York's Chinatown. The suit was filed by the Federation of Chinese Organizations of America, representing 60 Chinese Consolidated Benevolent Associations nationwide.

The associations are mentioned in a scene depicting a meeting of Chinese crime syndicate bosses, said Albert Lam, an attorney representing the federation.

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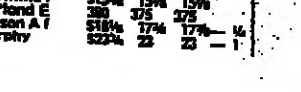
Alfa Romeo

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Wheat Chart 95/96	95	95.95	95.95	95.95	95.95	95.95	95.95	Starch Chart 94/95	94	17.00	97.00	97.00	97.00	97.00	97.00
Henry Korte Para	94	95.95	95.95	95.95	95.95	95.95	95.95	Starch Chart 93/94	93	17.00	97.00	97.00	97.00	97.00	97.00
Harold 10 (Anhyd)	93	95.95	95.95	95.95	95.95	95.95	95.95	Starch Chart 92/93	92	17.00	97.00	97.00	97.00	97.00	97.00
Hydraz 10 (Anhyd)	92	95.95	95.95	95.95	95.95	95.95	95.95	Starch Chart 91/92	91	17.00	97.00	97.00	97.00	97.00	97.00
Hydraz 10 (Anhyd)	91	95.95	95.95	95.95	95.95	95.95	95.95	Starch Chart 90/91	90	17.00	97.00	97.00	97.00	97.00	97.00
Hydraz 10 (Anhyd)	90	95.95	95.95	95.95	95.95	95.95	95.95	Starch Chart 89/90	89	17.00	97.00	97.00	97.00	97.00	97.00
Hydraz 10 (Anhyd)	89	95.95	95.95	95.95	95.95	95.95	95.95	Starch Chart 88/89	88	17.00	97.00	97.00	97.00	97.00	97.00
Hydraz 10 (Anhyd)	88	95.95	95.95	95.95	95.95	95.95	95.95	Starch Chart 87/88	87	17.00	97.00	97.00	97.00	97.00	97.00
Hydraz 10 (Anhyd)	87	95.95	95.95	95.95	95.95	95.95	95.95	Starch Chart 86/87	86	17.00	97.00	97.00	97.00	97.00	97.00
Hydraz 10 (Anhyd)	86	95.95	95.95	95.95	95.95	95.95	95.95	Starch Chart 85/86	85	17.00	97.00	97.00	97.00	97.00	97.00
Hydraz 10 (Anhyd)	85	95.95	95.95	95.95	95.95	95.95	95.95	Starch Chart 84/85	84	17.00	97.00	97.00	97.00	97.00	97.00
Hydraz 10 (Anhyd)	84	95.95	95.95	95.95	95.95	95.95	95.95	Starch Chart 83/84	83	17.00	97.00	97.00	97.00	97.00	97.00
Hydraz 10 (Anhyd)	83	95.95	95.95	95.95	95.95	95.95	95.95	Starch Chart 82/83	82	17.00	97.00	97.00	97.00	97.00	97.00
Hydraz 10 (Anhyd)	82	95.95	95.95	95.95	95.95	95.95	95.95	Starch Chart 81/82	81	17.00	97.00	97.00	97.00	97.00	97.00
Hydraz 10 (Anhyd)	81	95.95	95.95	95.95	95.95	95.95	95.95	Starch Chart 80/81	80	17.00	97.00	97.00	97.00	97.00	97.00
Hydraz 10 (Anhyd)	80	95.95	95.95	95.95	95.95	95.95	95.95	Starch Chart 79/80	79	17.00	97.00	97.00	97.00	97.00	97.00
Hydraz 10 (Anhyd)	79	95.95	95.95	95.95	95.95	95.95	95.95	Starch Chart 78/79	78	17.00	97.00	97.00	97.00	97.00	97.00
Hydraz 10 (Anhyd)	78	95.95	95.95	95.95	95.95	95.95	95.95	Starch Chart 77/78	77	17.00	97.00	97.00	97.00	97.00	97.00
Hydraz 10 (Anhyd)	77	95.95	95.95	95.95	95.95	95.95	95.95	Starch Chart 76/77	76	17.00	97.00	97.00	97.00	97.00	97.00
Hydraz 10 (Anhyd)	76	95.95	95.95	95.95	95.95	95.95	95.95	Starch Chart 75/76	75	17.00	97.00	97.00	97.00	97.00	97.00

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SPORTS

Open Seeds Still on Course; French Group Excels

By John Feinstein
Washington Post Service

NEW YORK — A major tennis tournament should provide something for everyone: great players playing superbly, older ones showing their grit, younger ones making names for themselves.

The U.S. Open had everything on Sunday — except a major upset — as the top seeds cruised along.

The pattern continued in Monday's early going, when No. 2 Martina Navratilova ousted No. 13 Ca-

tarina Lindqvist of Sweden, 6-4, 7-5; also gaining the women's quarterfinals was No. 5 West German Claudia Kohde-Kilsch, by downing No. 12 Wendy Turnbull of Australia, 5-7, 7-5, 6-2.

And top-seeded John McEnroe beat Czechoslovak Tomas Smid (No. 16), 6-3, 7-5, 6-2, to advance to the men's quarterfinals.

But the crowd at the U.S. Tennis Center on a gorgeous, breezy Sunday had plenty to enjoy:

• Jimmy Connors, one day shy of his 33d birthday, matching Vic

Seixas's record 75 open singles victories with a 7-5, 6-2, 6-4 triumph over talented Thierry Tulasne.

• Tulasne's French compatriots, Yannick Noah and Henri Leconte, advancing to the fourth round with straight-set victories over Vitas Gerulaitis and Hans Schwarzer, respectively.

• Drama, provided by Jay Berger, 18, who reached the round of 16 by beating Brian Teacher, 4-6, 7-6 (7-4), 6-4, 7-6 (7-3). Berger, an amateur ranked No. 733 on the ATP computer, saved three set points in the second set and came from 1-5 down to win the fourth set.

There was also the expected: Ivan Lendl's 6-1, 6-1, 6-3 walkover against Horacio De La Pena and the clockwork march of the seeded women into the fourth round. Navratilova needed 37 minutes to oust Sandra Cocchini, 6-0, 6-1, and Manuela Maleeva (No. 8), Steffi Graf (No. 11) and Lindqvist won in straight sets.

The French may be the Swedes of the late 1980s. Since Noah's emergence, the sport has boomed in France. Guy Forget pulled the upset of the tournament by beating fifth-seeded Kevin Curren in the first round and then lost to Leconte. Leconte, 22, was a quarterfinalist at the French Open and at Wimbledon. Noah, the old man at 25, has played impressively in his three matches here.

"It all started really with Yannick," said Leconte. "When he began doing well, more and more young people began playing the game. When we made the Davis Cup final in 1982, that was very important. The next year, when Yannick won the French Open, the sport became huge in France."

Against Schwarzer, Leconte was a virtuoso. His twisting serve kept the West German off-balance and his topspin ground strokes kept scorching the lines. "I am hitting the ball very consistently," said the

6-2, 6-2, 6-1 winner. "I feel very good about my tennis right now."

Noah made Gerulaitis, a bare shadow of what he once was, look silly during a 6-3, 6-4, 6-3 romp. All Noah's quickness was there, the spectacular shots, the dazzling lunge volleys. "I think I am ready for tough matches here," Noah said. "This can be a very good tournament for me."

It already has been a dream tournament for Noah's next opponent, Berger, who has a history of injuries. Because of shoulder problems, he serves without drawing his racket back — he simply throws the ball up and reaches up with his racket to hit it.

Teacher, 30, got to the third round by upsetting 15th-seeded Scott Davis and undoubtedly figured on a free ride. But Berger hung tough and also got some luck. Teacher, who has been ranked No. 12 in the world, won the first set and led, 6-5, with Berger serving at 0-40. On the first set point, Berger hit an overhead that was headed out. But Teacher, standing on the baseline, couldn't get his racket out of the way. The ball struck the frame and Berger still was in the set.

That seemed to unnerve Teacher. Berger won the next four points to save the game and won the tiebreaker and the third set with ease. In the fourth set, Teacher regrouped, taking a 5-1 lead. But again Berger came back, winning five straight games. Teacher finally held serve to force another tiebreaker, but again Berger prevailed, ending the match with a good low return that Teacher netted.

Connors put on a vintage performance. Tulasne, another young Noah-inspired Frenchman, drills the ball at every chance. But Connors finally began teasing off on Tulasne's serve. He broke to win the first set with a hard backhand



Henri Leconte
... A 6-2, 6-2, 6-1 virtuoso.

pass down the line on set point and broke early in the second set.

In the third, with Tulasne serving at 4-5, Connors rolled him right off the court with a dazzling backhand, a lovely drop shot, a low return and — what else? — a backhand return that Tulasne couldn't handle.



Small wonder that Baltimore catcher Rick Dempsey had to leave Sunday's game with a severely bruised shoulder after this collision with Seattle's Jim Presley. Dempsey held onto the ball to make the third-inning putout, but the Mariners went on to bomb the Orioles, 10-2.

Royals Swept in Lost Weekend

Compiled by Our Staff From Dispatches
ARLINGTON, Texas — The Kansas City Royals are still in second place and the Texas Rangers are still last in the American League's Western Division, but for three days, no one would have known it.

Oddie McDowell sparked the offense and pitcher Mike Mason broke a personal six-game losing

BASEBALL ROUNDUP

streak as the Rangers completed a three-game sweep by beating the Royals here Sunday night, 5-3.

In their last weekend, the Royals blew a chance to catch division-leading California, which lost three of four in New York.

Mason had not won since July 15. He pitched seven innings, giving up three runs on eight hits. "It was a different pitcher," said the winning manager, Bobby Valentine. "It was a very encouraging performance."

McDowell led off the Rangers first with a triple and scored on a single by Toby Harrah. George Brett's RBI groundout tied it in the third before the Rangers scored twice in their half of the inning.

McDowell was hit by a pitch and later came home on Danny Jackson's wild pitch. Pete O'Brien singled home the Rangers' third run.

The Royals tied it again in the fourth on Steve Balboni's 28th home run of the season and a run-scoring single by Lonnie Smith, but Texas went ahead for good with two runs in the fifth on a throwing error by catcher John Wathan and McDowell's RBI single.

The Rangers had not swept Kansas City in a three-game series for seven years.

White Sox 4, Blue Jays 1: In Toronto, Harold Baines and Ron Kittle each hit his 15th homer of the year to give Chicago its first victory in six games at Toronto this season.

Yankees 5, Angels 3: In New York, Don Baylor and Don Mattingly hit consecutive seventh-in-

ning home runs to rally the Yankees past California.

Indians 11, Brewers 4: In Milwaukee, Joe Carter homered, singled twice and stole three bases, including home, to lead Cleveland's trouncing of the Brewers.

Tigers 14, A's 3: In Detroit, Chet Lemon hit two home runs and pinch hitter Barbaro Garbey's three-run double triggered a nine-run eighth as the Tigers pounded Oakland. Winner Juan Berenguer struck out a season-high nine.

Mariners 10, Orioles 2: In Baltimore, Alvin Davis's three-run homer and Jack Perconte's five singles sparked Seattle's rout of the Orioles. In addition to the shellacking, Baltimore lost catcher Rick Dempsey with a badly bruised left shoulder suffered when he blocked the plate against Jim Presley as Presley tried unsuccessfully to score on a third-inning single by Donnie Scott. X-rays were negative, but Dempsey was wearing a sling Monday.

Red Sox 10, Twins 3: In Minneapolis, Ricco and Tony Armas homered to highlight a 16-hit Boston attack that buried Minnesota.

Cardinals 5, Astros 0: In the National League, in St. Louis, John Tudor pitched his major-league-leading seventh shutout of the year as the Cardinals ended a three-game losing streak. Tudor (16-3) struck out five, walked none and lowered his earned-run average to 2.03. "I'll be honest with you," said Tudor, in his seventh year in the majors. "I've never been through a streak like this in any season. It's all new to me."

Mets 4, Giants 3: In San Francisco, Keith Hernandez pinch-hit a two-run homer off Mark Davis to cap a three-run ninth that gave New York its victory.

Padres 5, Expos 1: In San Diego, rookie Lincecum McCollers retired all 10 batters he faced to pick up his fifth save in eight appearances, and Gary Templeton delivered a two-run single in the second to spark the Padres. McCollers relieved

Andy Hawkins in the sixth, coming in to pitch to Andre Dawson with one out, one run in and runners on first and second. He got Dawson to ground into a double play.

Reds 3, Pirates 2: In Cincinnati, Pete Rose had two hits, including an RBI single in a three-run eighth, to help the Reds edge Pittsburgh. Rose has 4,186 hits, six away from breaking Ty Cobb's all-time record. Mario Soto won for the first time in his last five decisions.

Phillies 4, Dodgers 1: In Los Angeles, Philadelphia completed its first four-game sweep of the Dodgers since the club left Brooklyn 28 years ago. The winners' Juan Samuel, 30-for-72 over his last 16 games, tripled, doubled, singled, scored twice and drove in a run.

Cubs 15, Braves 2: In Chicago, Keith Moreland and Chris Speier drove in four runs apiece and three bases-loaded walks in the third helped the Cubs to their blowout victory.

Fourth Round
John McEnroe (1), U.S., def. Catarina Lindqvist (12), Sweden, 6-4, 7-5.
Claudia Kohde-Kilsch (5), West Germany, def. Wendy Turnbull (12), Australia, 5-7, 7-5, 6-2.

Women's Singles
Third Round
Manuela Maleeva (8), Bulgaria, def. Elise Burgin (11), U.S., 6-3, 6-4.
Koko Gornier (4), U.S., def. Andrea Holmova (10), Czechoslovakia, 6-4, 7-5.
Zina Garrison (14), U.S., def. Belinda Cordwell (16), New Zealand, 6-4, 6-2.
Pam Shriver (14), U.S., def. Anne Hobbs (16), Great Britain, 6-2, 6-3.

Fourth Round
Martina Navratilova (2), U.S., def. Catarina Lindqvist (12), Sweden, 6-4, 7-5.
Claudia Kohde-Kilsch (5), West Germany, def. Wendy Turnbull (12), Australia, 5-7, 7-5, 6-2.

Transition
BASEBALL
BALTIMORE—Recalled Bill Swagerty, pitcher, from Rochester of the International League, purchased the contracts of Luis Salas, Keith Perconte and Tom O'Malley; infielders, Fred Horne, pitcher, and Lee Hernandez, outfielder, from Rochester of the International League; called up D.W. Smith, pitcher; Roberto Linares and Deon White, outfielders; and Derrell Miller, infielder, from Extension of the Pacific Coast League.

OAKLAND—Recalled Carl Young, Bill Krueger, Jeff Kober and Tim Conroy, pitchers; Charlie O'Brien, catcher; Steve Kiefer, infielder; and Jose Canseco, outfielder, from Tacoma of the Pacific Coast League.

SEATTLE—Recalled Danny Furbush, shortstop, from Ontario of the Pacific Coast League.

TEXAS—Activated Larry Parrish, outfielder.

TORONTO—Recalled John Cervetti, pitcher; Cliff Gruber, infielder; and Rick Leach and Ron Shephard, outfielders, from Syracuse of the International League; recalled Ron Kittle and Colin McLachlan, pitchers.

NATIONAL LEAGUE
CHICAGO CUBS—Recalled Dave Borchert, pitcher, from Iowa of the American Association.

NEW YORK—Activated Melvin Wilson, outfielder; Ron Gormley, shortstop; and Bruce Berwyn, pitcher.

ST. LOUIS—Recalled Randy Hall, catcher, from Milwaukee City of the American Association.

SAN FRANCISCO—Recalled Matt Mahan, catcher, from Shreveport of the Texas League.

FOOTBALL
HOLISTON—Traded Ted Watts, defensive back, to the N.Y. Giants for an undrafted draft choice.

LA RAIDERS—Traded Tim Winters, quarterback, to the N.Y. Giants for an undrafted draft choice.

N.Y. GIANTS—Picked Mike Mendenhall, end, in the draft.

PITTSBURGH—Traded Jim Smith, wide receiver, to the L.A. Raiders for an undrafted draft choice.

SOCCER
WORLD CUP QUALIFYING
CONCACAF GROUP
Costa Rica and Canada 2: Honduras 1.
Next match: Honduras vs. Canada, Sept. 14.

SPANISH FIRST DIVISION
Barcelona 1, Bilbao 1
Getafe 0, Cadix 0
Valencia 2, Valladolid 1
Real Sociedad 1, Celta 1
Las Palmas 1, Girona 1
Zaragoza 1, Hercules 0
Santander 0, Barcelona 0
Atletico Madrid 3, Sevilla 0
Real Betis 2, Real Madrid 2

FOOTBALL
CFL Standings
Western Division
Montreal 5, 3, 0, 14, 121, 10
Ottawa 4, 4, 0, 15, 123, 8
Toronto 3, 0, 0, 19, 100, 6
Calgary 4, 4, 0, 18, 124, 2

Eastern Division
Buffalo 7, 1, 0, 24, 154, 14
Winnipeg 4, 2, 0, 22, 138, 12
Saskatchewan 4, 4, 0, 20, 127, 8
Edmonton 3, 4, 0, 18, 121, 6
Calgary 1, 4, 0, 16, 107, 2

SOCCER
Sweden 18, Scotland 18

SCOREBOARD

Tennis

U.S. Open Results

MEN'S SINGLES

Third Round

Jay Berger, U.S., def. Brian Teacher, U.S., 4-6, 7-6 (7-4), 6-4, 7-6 (7-3).

Jimmy Connors (1), U.S., def. Thierry Tulasne, France, 7-5, 6-2, 6-4.

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Martina Navratilova (2), U.S., def. Catarina Lindqvist (12), Sweden, 6-4, 7-5.

Claudia Kohde-Kilsch (5), West Germany, def. Wendy Turnbull (12), Australia, 5-7, 7-5, 6-2.

Manuela Maleeva (8), Bulgaria, def. Elise Burgin (11), U.S., 6-3, 6-4.

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